

FUCHS

8/15/2017

UNITED STATES BANKRUPTCY COURT
SOUTHERN DISTRICT OF NEW YORK

In Re:

WonderWork, Inc.,

Debtor.

Chapter 11

Case No.

16-13607(MV)

CONTINUED INTERVIEW OF HANA FUCHS

VOLUME II

August 15, 2017

New York, New York

Reported by:

DEBRA STEVENS

Job no: 19434

CONTINUED INTERVIEW OF HANA FUCHS, taken by the Examiner, at the offices of Loeb & Loeb, 345 Park Avenue, New York, New York, on Tuesday, August 15, 2017, at 11:00 a.m., before DEBRA STEVENS, a Certified Realtime and Registered Professional Reporter and Notary Public within and for the State of New York.

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<p style="text-align: right;">Page 219</p> <p>1 Proceedings</p> <p>2 MR. CURCHACK: Good morning,</p> <p>3 Ms. Fuchs.</p> <p>4 MS. FUCHS: Good morning.</p> <p>5 MR. CURCHACK: Good morning,</p> <p>6 Len. Welcome back.</p> <p>7 MR. TRIVIGNO: Good morning.</p> <p>8 EXAMINATION BY</p> <p>9 MR. CURCHACK:</p> <p>10 Q. Did you review any documents</p> <p>11 since we broke last night?</p> <p>12 A. No, I didn't. Should I have? I</p> <p>13 was exhausted. Sorry.</p> <p>14 Q. Did you have any discussions</p> <p>15 with anyone about the examination?</p> <p>16 A. No, I didn't.</p> <p>17 Q. Thank you.</p> <p>18 A couple of loose ends to tie</p> <p>19 up. Before 2017, did you ever do a</p> <p>20 year-end reconciliation of the restricted</p> <p>21 and unrestricted fund accounts?</p> <p>22 A. Yes, I did. Every year we did a</p> <p>23 reconciliation for the auditors.</p> <p>24 Q. And was it the same basic</p> <p>25 process every year?</p>	<p style="text-align: right;">Page 221</p> <p>1 H. Fuchs</p> <p>2 A. Initially KPMG, along with our</p> <p>3 marketing company, Target Market. And</p> <p>4 then after that, when we moved to CDR, a</p> <p>5 new marketing company, it was relinquished</p> <p>6 to Gary Ellis. So, he has only been doing</p> <p>7 that short term. Well, FY '15, '16.</p> <p>8 MR. CURCHACK: I would like to</p> <p>9 mark as the next exhibit an email</p> <p>10 dated January 20, 2015, from you to</p> <p>11 Mallory Taaffe and accompanying</p> <p>12 spreadsheet.</p> <p>13 Q. While that is getting marked,</p> <p>14 who is Mallory Taaffe?</p> <p>15 A. Right now I don't recall. I</p> <p>16 would have to see her email address.</p> <p>17 (So marked for identification as</p> <p>18 Fuchs Exhibit 21.)</p> <p>19 Q. Does this refresh your</p> <p>20 recollection as to who Mallory Taaffe was?</p> <p>21 A. Apparently, being it is a KPMG</p> <p>22 email address, she perhaps was someone</p> <p>23 working with -- Ryan Leggett was the</p> <p>24 manager of the job at the time. Probably</p> <p>25 a staff person.</p>
<p style="text-align: right;">Page 220</p> <p>1 H. Fuchs</p> <p>2 A. With KPMG, yes, it was.</p> <p>3 Q. But the process is changed now?</p> <p>4 A. Yes. We changed it now.</p> <p>5 Q. So with respect to the</p> <p>6 2016-fiscal year?</p> <p>7 A. That's correct. And then we</p> <p>8 went back and looked at '15 as well.</p> <p>9 Q. Thank you.</p> <p>10 Could you, in your own words,</p> <p>11 tell us what you understand the test for</p> <p>12 allowing direct mail costs to be allocated</p> <p>13 to program services is?</p> <p>14 A. My understanding is that the</p> <p>15 direct mail piece, or pieces of the direct</p> <p>16 mail piece, need to meet certain criteria</p> <p>17 for informational purposes to the public.</p> <p>18 And whatever is deemed appropriate for</p> <p>19 that particular accounting policy would</p> <p>20 be -- that part to be allocated to public</p> <p>21 information/programs.</p> <p>22 Q. And that determination, you told</p> <p>23 us yesterday, was made either by the</p> <p>24 accountants initially or by Gary Ellis?</p> <p>25 Is that correct?</p>	<p style="text-align: right;">Page 222</p> <p>1 H. Fuchs</p> <p>2 Q. You don't need to read the email</p> <p>3 because I am not going to ask questions</p> <p>4 about that, but I would like you to look</p> <p>5 at the spreadsheet attached. I just</p> <p>6 wanted to ask a couple of definitional</p> <p>7 questions. What is an acquisition white</p> <p>8 mail, M-A-I-L?</p> <p>9 A. Acquisition is the mail that is</p> <p>10 sent out to gather new donors. So an</p> <p>11 acquisition piece would be sent to people</p> <p>12 who are not current donors, based on a</p> <p>13 mailing list that the marketing department</p> <p>14 would determine to use after they ran it</p> <p>15 through our donors.</p> <p>16 White mail, as far as my</p> <p>17 understanding, is mail that arrives</p> <p>18 without any solicitation attributed to it.</p> <p>19 But Janet would be able to explain that</p> <p>20 much better.</p> <p>21 Q. Can you go down to sort of the</p> <p>22 middle of the page, under "Mail quantity,"</p> <p>23 it says 1,216,000? Do you see that line?</p> <p>24 A. Yes.</p> <p>25 Q. It says, "20/20/20,</p>

<p style="text-align: right;">Page 223</p> <p>1 H. Fuchs</p> <p>2 October 13th, control single sample with</p> <p>3 \$300 gift array from April and First."</p> <p>4 Can you tell us what that means?</p> <p>5 A. I can't really tell you exactly</p> <p>6 what it means. This is the -- the</p> <p>7 marketing department labels the direct</p> <p>8 mail pieces based on the cause, which was</p> <p>9 20/20/20. It was sent out in</p> <p>10 October 2013. The rest of it -- "control</p> <p>11 single sample," I am not sure what that</p> <p>12 means.</p> <p>13 Q. Would the -- sorry.</p> <p>14 A. And the rest "300 gift array," I</p> <p>15 know 300 gift would be an ask, but I don't</p> <p>16 know -- I am not familiar with the "array"</p> <p>17 part of it.</p> <p>18 Q. Okay. Now, would this be a</p> <p>19 mailing that is going out to existing</p> <p>20 donors?</p> <p>21 A. If it's acquisition, it would</p> <p>22 not.</p> <p>23 Q. So looking at the spreadsheet,</p> <p>24 the first column says "Program." Wherever</p> <p>25 it says acquisition, all of those did not</p>	<p style="text-align: right;">Page 225</p> <p>1 H. Fuchs</p> <p>2 hospital, how did you verify those</p> <p>3 amounts?</p> <p>4 A. At the time we sent out the</p> <p>5 survey to the hospitals, the amounts were</p> <p>6 not verified. At that point we took the</p> <p>7 hospitals' word for it. However,</p> <p>8 subsequent, we have done several hospital</p> <p>9 reviews where some of the information was</p> <p>10 confirmed. But for the most part, I did</p> <p>11 not confirm what the hospital said.</p> <p>12 Q. So other than the hospitals</p> <p>13 where you actually did obtain the records,</p> <p>14 you just relied on the hospitals?</p> <p>15 A. On the hospitals.</p> <p>16 Q. Okay. And about how many</p> <p>17 hospitals actually gave you that level of</p> <p>18 detail?</p> <p>19 A. Well, I don't want to guess at</p> <p>20 the moment. I would have to look at the</p> <p>21 spreadsheets with all the details on it.</p> <p>22 So, I am sorry.</p> <p>23 Q. That's okay. If -- and the</p> <p>24 survey that was sent out to the hospital</p> <p>25 was the SurveyMonkey?</p>
<p style="text-align: right;">Page 224</p> <p>1 H. Fuchs</p> <p>2 go out to prior donors?</p> <p>3 A. My understanding is they did not</p> <p>4 go to prior donors. However, perhaps it</p> <p>5 went to a donor from like Burn Rescue, who</p> <p>6 was not a 20/20/20. I can't be sure about</p> <p>7 that. Janet would be able to tell you</p> <p>8 that more so than I would.</p> <p>9 Q. Okay.</p> <p>10 A. But it would be a new donor to</p> <p>11 20/20/20. That's for sure.</p> <p>12 Q. Thank you. Just go to the third</p> <p>13 page, where it says in that first column,</p> <p>14 it says "Renewal." What does that mean to</p> <p>15 you?</p> <p>16 A. To me, this would be a mailing</p> <p>17 that would go to a preexisting donor to</p> <p>18 renew their donation.</p> <p>19 Q. Thank you.</p> <p>20 I want to go back to the</p> <p>21 question of in-kind donations. Focusing</p> <p>22 on the credits, if you will, that</p> <p>23 WonderWork took for the difference in cost</p> <p>24 of the surgeries, what the hospitals said</p> <p>25 it cost and what WonderWork gave to the</p>	<p style="text-align: right;">Page 226</p> <p>1 H. Fuchs</p> <p>2 A. Correct.</p> <p>3 Q. We have seen that, so we don't</p> <p>4 have to ask you about it except to see</p> <p>5 what was done with it. So, is that the</p> <p>6 information that you would rely on in</p> <p>7 compiling the aggregate amount of the</p> <p>8 in-kind donations?</p> <p>9 A. That is part of the information.</p> <p>10 I personally don't compile it. Our</p> <p>11 program group compiles the information.</p> <p>12 They also obtain grant records from the</p> <p>13 hospitals with detailed spreadsheets of</p> <p>14 the surgeries that were done, to confirm</p> <p>15 that the actual surgeries were performed.</p> <p>16 It is a grant report for the number of</p> <p>17 surgeries as opposed to the cost of the</p> <p>18 surgery.</p> <p>19 Q. But how many hospitals provide</p> <p>20 grant reports?</p> <p>21 A. Every hospital that we fund.</p> <p>22 Q. Okay.</p> <p>23 A. Otherwise, we don't fund them</p> <p>24 anymore.</p> <p>25 Q. Do you know whether the</p>

<p style="text-align: right;">Page 227</p> <p>1 H. Fuchs</p> <p>2 hospitals know that WonderWork is treating</p> <p>3 those cost differentials as donations?</p> <p>4 A. The hospital -- well, I am not</p> <p>5 sure exactly what the hospitals think, but</p> <p>6 we do send a -- I send a letter to the</p> <p>7 hospitals explaining we would like this</p> <p>8 information as part of our financial</p> <p>9 review, and to ensure that they are</p> <p>10 getting credit for the cost of the</p> <p>11 surgeries.</p> <p>12 I am not sure exactly of the</p> <p>13 wording of the letter. It went out a</p> <p>14 while ago.</p> <p>15 MR. LILIEN: They are getting</p> <p>16 credit for the surgeries?</p> <p>17 MS. FUCHS: We are including the</p> <p>18 surgeries as part of the financial</p> <p>19 report, part of the audit. I would</p> <p>20 have to read the letter again. I</p> <p>21 haven't seen it for a few months.</p> <p>22 MR. CURCHACK: I will ask the</p> <p>23 reporter to mark as the next exhibit a</p> <p>24 letter, because I want to ask you if</p> <p>25 that is the letter you are talking</p>	<p style="text-align: right;">Page 229</p> <p>1 H. Fuchs</p> <p>2 board presentation that is made, there is</p> <p>3 an estimated in-kind number in the</p> <p>4 financials which we explain to the board</p> <p>5 how -- well, it's explained to the board</p> <p>6 how we come up with that number. I don't,</p> <p>7 but in the process of the board reviewing,</p> <p>8 the financial part of the board meeting.</p> <p>9 And at the end of the year, we have a</p> <p>10 better idea of what number of surgeries</p> <p>11 that the hospitals have done and explain</p> <p>12 to them the in-kind contribution and the</p> <p>13 in-kind expense.</p> <p>14 MR. LILIEN: Who has that</p> <p>15 conversation with the board if you are</p> <p>16 not present?</p> <p>17 MS. FUCHS: Brian will have that</p> <p>18 conversation. And J.J. Coneys</p> <p>19 understands that as well. So I am not</p> <p>20 sure what part he plays -- I am not at</p> <p>21 the meetings so I can't really say,</p> <p>22 but that's my understanding.</p> <p>23 Q. I would like to turn to the</p> <p>24 topic of matching gifts. What is your</p> <p>25 understanding of a matching gift?</p>
<p style="text-align: right;">Page 228</p> <p>1 H. Fuchs</p> <p>2 about.</p> <p>3 (So marked for identification as</p> <p>4 Fuchs Exhibit 22.)</p> <p>5 MR. CURCHACK: For the record we</p> <p>6 have marked as Exhibit 22, a letter</p> <p>7 dated July 1, 2015, signed by Hana</p> <p>8 Fuchs, addressed "Dear Sir or Madam,"</p> <p>9 production number 012929.</p> <p>10 Q. I am asking is this the letter</p> <p>11 you were referring to?</p> <p>12 A. Yes, this is the letter.</p> <p>13 Q. Do you know whether the partners</p> <p>14 report these in-kind donations on their</p> <p>15 own financial statements?</p> <p>16 A. I don't know.</p> <p>17 Q. Do you know whether the board of</p> <p>18 directors of WonderWork was aware that</p> <p>19 this is how WonderWork was accounting for</p> <p>20 these in-kind donations?</p> <p>21 A. The board is aware, yes.</p> <p>22 Q. What do you base that</p> <p>23 understanding on?</p> <p>24 A. Reviewing -- usually after the</p> <p>25 half-year period, when we go over the</p>	<p style="text-align: right;">Page 230</p> <p>1 H. Fuchs</p> <p>2 A. Backing off a little, I don't</p> <p>3 participate in the matching gift process,</p> <p>4 but my understanding is that major donors</p> <p>5 will put up money and provide it for a</p> <p>6 marketing campaign. They will ask</p> <p>7 donors -- well, we'll ask donors to send</p> <p>8 funds in because we have a donor that will</p> <p>9 match your funds.</p> <p>10 Q. And are the donations from the</p> <p>11 public requested before the matching donor</p> <p>12 contributes its match?</p> <p>13 A. Both.</p> <p>14 Q. Who has made matching gifts to</p> <p>15 WonderWork?</p> <p>16 A. Currently we have a major donor,</p> <p>17 [REDACTED], who has made a matching</p> <p>18 gift, a big one.</p> <p>19 Q. And who else?</p> <p>20 A. One of our major donors --</p> <p>21 several donors have allowed us to use</p> <p>22 their money, donations that were made</p> <p>23 previous, [REDACTED].</p> <p>24 Two, for example, that I know of. I</p> <p>25 actually don't keep records on that.</p>

1 H. Fuchs

2 MR. LILIEN: You don't keep
3 records on what?

4 MS. FUCHS: I don't keep
5 separate records in my general ledger
6 on matching gifts.

7 Q. Do you keep any records of how
8 the funds for the matches are kept up?

9 A. I only record the donation and
10 put a note on my general ledger for
11 matching gift, if it is, in fact. But
12 those donations are recorded in the
13 database by our database group.

14 Q. "Those donations," meaning?

15 A. The donations coming in from the
16 solicitation.

17 Q. I am going to ask the reporter
18 to mark as the next, 23, an email dated
19 June 15, 2016, from Janet Huang to Hana
20 Fuchs. Actually, also attached to that is
21 a worksheet.

22 (So marked for identification as
23 Fuchs Exhibit 23.)

24 Q. Have you seen this email and
25 attached schedule?

1 H. Fuchs

2 A. June 2016. Yes.

3 Q. So, in fact, you -- withdrawn.
4 Who prepared this schedule?

5 A. This schedule was prepared
6 either -- by the marketing group, Janet or
7 Vera or both.

8 Q. So what was your understanding
9 of the use of [REDACTED] funds for
10 matching gifts?

11 A. My understanding was that if we
12 used -- if we had a matching gift program,
13 we could use his funds or part of his
14 funds as a carrot for the donors to donate
15 to us, saying we had a donor who would
16 match your gift.

17 Q. But it was Janet who kept track
18 of the funds that were being matched?

19 A. Well, the funds were kept track
20 within the database, and there was a code
21 used on the direct mail piece when it came
22 in. It said this was from the matching
23 gift campaign.

24 Q. So when the [REDACTED] matches were
25 being applied -- if you turn to the

1 H. Fuchs

2 spreadsheet, the second page, you see some
3 red-colored lines, and it says, "[REDACTED]
4 [REDACTED] matching gift"?

5 A. I see.

6 Q. Are those the ones that were
7 matched against her contribution?

8 A. [REDACTED] gave us a pledge, a
9 pledge for \$500,000 to do a certain number
10 of surgeries. However, she pledged to
11 give us -- well, she gave us 250,000 up
12 front and pledged to give us the other
13 half once the match was met. So, it was a
14 little different than having the money up
15 front.

16 We did get the final installment
17 of the \$250,000.

18 Q. If you look at the email, second
19 email in the thread from the top, this is
20 from you to Janet and DeLois. It says, "I
21 will need to see all the matching gifts on
22 the spreadsheet in order to get back to
23 Brian on his ideas, especially if he wants
24 to use [REDACTED] money for overhead. And
25 we have used 940,000 of [REDACTED] matching

1 H. Fuchs

2 gift dollars in fiscal year 2016."

3 Could you explain that to me?

4 A. Okay. As I recall, [REDACTED]
5 is our largest funder and gives us a
6 \$2 million donation every year with the
7 exception of the start-up money he gave us
8 was \$5 million, and has allowed us to use
9 his money as we see fit for overhead and
10 fund raising as opposed to restricting it
11 to programs.

12 We had \$2 million that year from
13 him --

14 Q. "That year" -- excuse me --
15 being?

16 A. FY '16. My question was if we
17 wanted to parcel it out for matching
18 gifts, we needed to make sure we had
19 enough left over for overhead and fund
20 raising to claim to the donors that
21 100 percent of your funds will go to
22 programs -- whatever the language was --
23 and we have a donor who pays overhead.

24 Q. Was there enough money?

25 A. I think there was, but I don't

1 H. Fuchs
2 remember exactly. I would have to look at
3 the numbers. But if this was done in
4 June, I think so because -- well, I don't
5 know.

6 MR. LILIEN: Just to clarify,
7 which of [REDACTED] gifts are you
8 referring to? Are you referring to
9 his original \$5 million gift?

10 MS. FUCHS: No. FY '16.

11 MR. LILIEN: This is referring
12 to just the \$2 million gift?

13 MS. FUCHS: Correct.

14 Q. So if I look at the first email
15 on the chain, it says "[REDACTED] campaigns
16 are in blue." Does that mean that the
17 matching campaigns that are in blue ink on
18 this spreadsheet are the ones that are
19 attributable, that were matched with
20 [REDACTED] money?

21 A. Yes. I think, yes, that's
22 correct.

23 Q. And that says, the email says
24 the total was \$1,002,557. Is that
25 correct?

1 H. Fuchs

2 A. I am not adding it up, but I
3 guess so. If that is what it says --

4 Q. As they say, the paper speaks
5 for itself.

6 A. Yes.

7 Q. So if [REDACTED] had given you
8 \$2 million, that means it would be
9 slightly less than a million dollars left
10 of his money to apply towards other
11 expenses. Is that correct?

12 A. That would be correct.

13 MR. LILIEN: Can we go back to
14 the [REDACTED] matching gift for a
15 second on page 2?

16 MS. FUCHS: The email page 2 or
17 the spreadsheet?

18 MR. LILIEN: Spreadsheet page 2.
19 So I understand, Hana, what was
20 the amount of [REDACTED] gift that
21 she was allowed to be matched or used
22 for matching?

23 MS. FUCHS: All of this.

24 MR. LILIEN: What was the size
25 of the gift?

1 H. Fuchs

2 MS. FUCHS: \$500,000. However,
3 she gave us 250 up-front because we
4 were funding surgeries and she said,
5 "Okay, use that for the grant to start
6 up, but I am not giving you --"
7 whatever her terms were. "You will
8 get the other 250,000 when you have
9 matched."

10 MR. LILIEN: So the amounts that
11 are listed here in red on page 2 of
12 the spreadsheet, are those amounts,
13 the portion of [REDACTED] gift
14 that is being used to be matched?

15 MS. FUCHS: I am saying yes, but
16 I'd have to go over this with Janet
17 again. Just it's, you know, a year
18 old, so...

19 MR. LILIEN: And if the amounts
20 added up to more than \$500,000, which
21 I believe they do, where would the
22 source of the funds come from for that
23 match?

24 MS. FUCHS: Well, there were a
25 few other donors who suggested we

1 H. Fuchs

2 could use their funds but I don't have
3 that detail now. I have to find out
4 from Vera or Janet what they used.

5 MR. LILIEN: Again, I just want
6 to clarify. The amounts that are
7 listed here are amounts from [REDACTED]
8 [REDACTED] funds, or are these amounts
9 of donations from the public that were
10 expected to be used from [REDACTED]
11 [REDACTED] funds?

12 MS. FUCHS: My understanding is
13 these are the amounts of donations
14 that came in from the mailings that
15 went out to use [REDACTED] money
16 for matching gifts.

17 BY MR. CURCHACK:

18 Q. When it says 3X match or 3X
19 matching, what does that mean?

20 A. My understanding is that it
21 would be matched not just once but it
22 would be a three-times match.

23 Q. Meaning that if the public donor
24 gave a dollar --

25 A. The match would be \$3. But I'd

<p style="text-align: right;">Page 239</p> <p>1 H. Fuchs</p> <p>2 have to ask Janet what they meant, Janet</p> <p>3 or Vera. But that's my understanding of</p> <p>4 the three times, because two times would</p> <p>5 be if somebody gave \$1, we would give \$2.</p> <p>6 So I am thinking they mean we would give</p> <p>7 \$3.</p> <p>8 MR. LILIEN: On that point,</p> <p>9 though, if it were not you, would</p> <p>10 there be another person in the</p> <p>11 organization who, from a financial</p> <p>12 perspective, would track those dollars</p> <p>13 to make sure the numbers are accurate?</p> <p>14 MS. FUCHS: I am the only</p> <p>15 financial person, so Janet and Vera</p> <p>16 track those numbers, and they are</p> <p>17 marketing people.</p> <p>18 MR. LILIEN: So would you</p> <p>19 receive the amounts from them and --</p> <p>20 MS. FUCHS: I would get the</p> <p>21 reports similar to this. But I don't</p> <p>22 track them separately.</p> <p>23 MR. LILIEN: Would you in any</p> <p>24 way validate the numbers?</p> <p>25 MS. FUCHS: I don't do that, no.</p>	<p style="text-align: right;">Page 241</p> <p>1 H. Fuchs</p> <p>2 to whether they are matched or not?</p> <p>3 MS. FUCHS: Well, the code on</p> <p>4 the direct mail piece would indicate</p> <p>5 which campaign and information is</p> <p>6 where it should be located in the</p> <p>7 database. When DMP, the direct mail</p> <p>8 processing people, when they process</p> <p>9 the mail, they scan those codes, so</p> <p>10 that's how it would be read.</p> <p>11 MR. CURCHACK: I have asked the</p> <p>12 reporter to mark as Exhibit 24 a copy</p> <p>13 of a 20/20/20 solicitation with</p> <p>14 production numbers 2938 through 2942.</p> <p>15 (So marked for identification as</p> <p>16 Fuchs Exhibit 24.)</p> <p>17 Q. If you look at the page with</p> <p>18 production number 29941. The letter on</p> <p>19 the mark-up says, "Dear [REDACTED]"</p> <p>20 [REDACTED] The third paragraph says, "A</p> <p>21 group of our most dedicated donors have</p> <p>22 agreed to double match every dollar of</p> <p>23 your support for this appeal."</p> <p>24 Who were those donors?</p> <p>25 A. I don't know who these donors</p>
<p style="text-align: right;">Page 240</p> <p>1 H. Fuchs</p> <p>2 MR. LILIEN: Does anybody else</p> <p>3 validate the numbers that the</p> <p>4 marketing department gives? Within</p> <p>5 WonderWork, I mean.</p> <p>6 MS. FUCHS: Within WonderWork?</p> <p>7 Well, no, because it is just Janet and</p> <p>8 Vera who run that.</p> <p>9 MR. LILIEN: Okay.</p> <p>10 BY MR. LILIEN:</p> <p>11 Q. Are you aware of Brian Mullaney</p> <p>12 asking [REDACTED] to allow a portion of her</p> <p>13 gift to be used as a matching gift?</p> <p>14 A. I am not aware of that.</p> <p>15 Q. Did any of the matching</p> <p>16 campaigns include the claim that</p> <p>17 100 percent of donations made in</p> <p>18 connection with a match will go to surgery</p> <p>19 programs?</p> <p>20 A. Once again, I am not really</p> <p>21 familiar with all the wordings of all the</p> <p>22 mailings, so I don't know.</p> <p>23 MR. LILIEN: One question. You</p> <p>24 mentioned before the outside vendor</p> <p>25 records donations in the DMI system as</p>	<p style="text-align: right;">Page 242</p> <p>1 H. Fuchs</p> <p>2 are.</p> <p>3 Q. Who would know who they are?</p> <p>4 A. Janet and Vera and possibly</p> <p>5 Karen.</p> <p>6 MR. LILIEN: But --</p> <p>7 MS. FUCHS: Brian especially.</p> <p>8 MR. LILIEN: As chief financial</p> <p>9 officer, who maintains the books and</p> <p>10 records, how would you know whether</p> <p>11 the information you are being provided</p> <p>12 by others is accurate?</p> <p>13 MS. FUCHS: The information I am</p> <p>14 provided with regard to the matching</p> <p>15 gifts?</p> <p>16 MR. LILIEN: Right -- no. Who</p> <p>17 the donors are so you can track the</p> <p>18 funds that they claim to be matching</p> <p>19 to the solicitations.</p> <p>20 MS. FUCHS: I think I mentioned</p> <p>21 before, I actually don't track the</p> <p>22 matching gift funds on my general</p> <p>23 ledger. I let the marketing</p> <p>24 department keep track of that. I just</p> <p>25 make sure that the funds -- we have</p>

1 H. Fuchs

2 the funds, whether it is from the
3 match or not. But if we get money
4 that is -- well, that is given to us,
5 but we don't have the second portion
6 of it in yet, I just make sure that we
7 get that money in.

8 MR. LILIEN: You don't have the
9 second portion?

10 MS. FUCHS: You know, from
11 [REDACTED], for example. That was one
12 that we had only received half of her
13 money. So, the second half was a
14 pledge. I just follow up that we get
15 the pledge by making sure that the
16 pledge was fulfilled.

17 But the other cases where people
18 say we can use their funds, I don't
19 keep track of that.

20 BY MR. CURCHACK:

21 Q. So, how would you know whether
22 there were, in fact, funds available to
23 match the public donations?

24 A. I would only use the reports,
25 for example, like this one we had in the

1 H. Fuchs

2 exhibit that Janet and Vera would supply
3 when they do their matching gift programs
4 and they compile the monies that are
5 received.

6 Q. According to this letter --
7 well, before that, the letter says, "This
8 offer won't last long to help blind
9 children and adults as soon as possible.
10 Our supporters have set a deadline of
11 October 10th for this opportunity."

12 Do you know where they set that
13 deadline?

14 A. I don't know where they set that
15 deadline.

16 Q. The matching gift card that went
17 out with this mailing has various places
18 to check the amount of the gift that the
19 person is giving. Do you see that at the
20 top?

21 One of them is \$88. Do you know
22 why \$88 was chosen?

23 A. I don't know why that was
24 chosen. That is a marketing decision.

25 Q. Now, it also says that -- if you

1 H. Fuchs

2 go to page 2942, "But with this special
3 triple match offer --" do you see the
4 paragraph?

5 A. Yes.

6 Q. Second sentence says, "Your gift
7 today can provide three times the support
8 of our partner hospitals that provide free
9 eyesight restoring surgery and give three
10 times as many blind boys, girls, teenagers
11 and adults hope for their future."

12 Does that mean that if someone
13 contributed \$100 to this campaign, that
14 \$300 would go to your partner hospitals?

15 A. Again, I really -- I don't know
16 the exact meaning of this from a marketing
17 perspective. So I don't -- I don't keep
18 track of this. I don't know.

19 Q. Do you know how Brian Mullaney
20 came to know [REDACTED]?

21 A. I know they have known each
22 other a long time, but I don't know how
23 they met.

24 Q. The original [REDACTED]
25 donation was \$5 million. Is that correct?

1 H. Fuchs

2 A. The first donation he gave us
3 was 2 million. I think the second one was
4 the 5 million, although I am not sure.
5 Thirteen in total: 2, 4, 6, 8 plus 5. I
6 think the first was 2, 5, then 2, 2, 2.

7 Q. Do you know whether anything was
8 left out of that initial amount?

9 A. Could you repeat that, please?

10 Q. Do you know whether any funds
11 are left out of his initial contribution?

12 A. I don't understand the question.

13 Q. Withdrawn.

14 Now, you indicate the [REDACTED]
15 [REDACTED] has made \$2 million donations
16 each year?

17 A. And a \$5 million, yes.

18 Q. Plus the 5 million. What are
19 [REDACTED] funds used for?

20 A. In general, his funds are
21 unrestricted, so they can be used for
22 whatever is deemed unrestricted fund
23 raising and admin.

24 Q. Do you keep track of his funds?

25 A. Separate?

1 H. Fuchs
 2 Q. Yes.
 3 A. No, I don't.
 4 Q. Have you seen the mailings that
 5 say -- excuse me.
 6 Have you seen the mailings that
 7 say "one of our donors" or "a group of our
 8 donors have agreed to cover all
 9 non-program expenses"?
 10 A. I have seen some -- I have seen
 11 some mockups of that.
 12 Q. How do you keep track of whose
 13 funds are being used to pay those
 14 non-program expenses?
 15 A. My understanding is that was
 16 only a recent -- a recent -- recently
 17 printed on our stationery/mail pieces in
 18 FY '17, where it's this overall 100
 19 percent. However, that's my
 20 understanding. It's just for the fiscal
 21 '17.
 22 MR. LILIEN: Is that for
 23 WonderWork as well as the d/b/a's?
 24 MS. FUCHS: Well, the d/b/a's
 25 wouldn't have that because the d/b/a's

1 H. Fuchs
 2 are all restricted anyway. The money
 3 from the d/b/a would only go to
 4 restricted program -- programs. So it
 5 wouldn't go to -- it wouldn't -- it
 6 wouldn't go to anything other than
 7 what was programmatic.
 8 Q. And how is that tracked?
 9 A. That is tracked at the end of
 10 the year when I do the functional
 11 allocations and include all the restricted
 12 funds that are received and how we release
 13 it and then what remains restricted for
 14 the next year.
 15 Q. Do you know whether [REDACTED]
 16 is aware that WonderWork makes the
 17 representation that his funds are being
 18 used to pay all administrative and
 19 overhead expenses?
 20 A. Personally, I have not spoken to
 21 [REDACTED] in about five years, so I
 22 don't know what he actually thinks.
 23 MR. LILIEN: What about with
 24 respect to the \$5 million gift? Did
 25 you ever speak to him with respect to

1 H. Fuchs
 2 the \$5 million gift?
 3 MS. FUCHS: I have never spoken
 4 to him about his gifts.
 5 MR. LILIEN: What have you
 6 spoken about?
 7 MS. FUCHS: I spoke with him
 8 initially when we were starting up
 9 WonderWork.
 10 MR. LILIEN: With respect to
 11 [REDACTED] gift, I think you
 12 answered a question earlier that you
 13 do not keep track of [REDACTED]
 14 gifts separately, or expenditures
 15 separately from that gift?
 16 MS. FUCHS: That's correct. His
 17 gift is unrestricted.
 18 MR. LILIEN: So how would you
 19 know whether his gift has been spent
 20 or what it's been spent on?
 21 MS. FUCHS: At the end of the
 22 year when I look over how much money
 23 we have restricted versus
 24 unrestricted, I can tell how we spend
 25 the money. If it is unrestricted

1 H. Fuchs
 2 money, primarily it would be his
 3 \$2 million and several other gifts
 4 that is unrestricted.
 5 MR. LILIEN: It is his
 6 \$2 million that is being used to cover
 7 overhead.
 8 MS. FUCHS: His \$2 million is
 9 always used for unrestricted expenses
 10 which would be overhead and fund
 11 raising.
 12 MR. LILIEN: If funds were to be
 13 used for matching gifts and not
 14 overhead, where would the -- what
 15 would be the source of funds to cover
 16 the overhead if [REDACTED] funds
 17 were not being used?
 18 MS. FUCHS: There are some
 19 donors who would give us unrestricted
 20 funds as well. So, we might have
 21 maybe 3 million in unrestricted, an
 22 additional million or so, based on
 23 other donors, [REDACTED] being one,
 24 [REDACTED] is another.
 25 MR. LILIEN: They made their

<p style="text-align: right;">Page 255</p> <p>1 H. Fuchs</p> <p>2 A. Yes, it has.</p> <p>3 Q. Was the policy increased at any</p> <p>4 point?</p> <p>5 A. I am not sure.</p> <p>6 MR. LILIEN: Who in the</p> <p>7 organization but you would have</p> <p>8 handled that?</p> <p>9 MS. FUCHS: Well, I handle the</p> <p>10 insurance and then I discuss it with</p> <p>11 Mr. Mullaney.</p> <p>12 MR. LILIEN: You do not recall</p> <p>13 whether the policy limits were</p> <p>14 increased?</p> <p>15 MS. FUCHS: I think I did.</p> <p>16 Really, I am not sure if I did or</p> <p>17 didn't. But I think at one point I</p> <p>18 did. But I'd have to go back and look</p> <p>19 at the policies.</p> <p>20 Q. Were any claims ever made</p> <p>21 against that policy?</p> <p>22 A. As far as I know, they haven't.</p> <p>23 As far as I know.</p> <p>24 Q. I want to talk about grant</p> <p>25 making for a minute. How do you record</p>	<p style="text-align: right;">Page 257</p> <p>1 H. Fuchs</p> <p>2 front, and once they start reporting on</p> <p>3 the work they have been doing, we'll send</p> <p>4 them the second half. So if we are</p> <p>5 sending a hospital \$20,000 in grant money</p> <p>6 to do a certain amount of work, we'll</p> <p>7 first wire them 10,000 and then after they</p> <p>8 report in to Tiffany, who works with</p> <p>9 DeLois, they will decide whether the work</p> <p>10 was done according to their procedures and</p> <p>11 will go through the application again and</p> <p>12 send them the second half.</p> <p>13 Q. Who actually cuts the checks?</p> <p>14 A. For the most part, most of the</p> <p>15 funds are wired.</p> <p>16 Q. Who actually initiates the</p> <p>17 wires?</p> <p>18 A. I do.</p> <p>19 Q. What backup do you keep in your</p> <p>20 records for those wires?</p> <p>21 A. The backup would be a copy of</p> <p>22 the grant letter signed, a copy of the --</p> <p>23 there is some documentation from the</p> <p>24 hospital that is in the program folders.</p> <p>25 A copy of the wire transaction that went</p>
<p style="text-align: right;">Page 256</p> <p>1 H. Fuchs</p> <p>2 grants that are made during the course of</p> <p>3 the fiscal year?</p> <p>4 A. I discuss the grants with</p> <p>5 DeLois, who is our program officer. She</p> <p>6 will have worked up what she feels the</p> <p>7 hospitals that we want to fund, and she</p> <p>8 will have a spreadsheet as to how much we</p> <p>9 would fund them and how many surgeries</p> <p>10 they would be providing.</p> <p>11 That is presented as part of the</p> <p>12 budget. Once the budget is approved, we</p> <p>13 go ahead -- well, she goes ahead. Her</p> <p>14 program officer would then contact -- my</p> <p>15 understanding is they contact the</p> <p>16 hospitals to find out if they -- if it is</p> <p>17 a new hospital or if it is a hospital we</p> <p>18 have already given money to.</p> <p>19 Two kind of separate ways they</p> <p>20 go about. But once they decide on giving</p> <p>21 out the grant, she will ask me to review</p> <p>22 the paperwork that they have. We will go</p> <p>23 through it and we'll agree that, yes, we</p> <p>24 want to send the money to the hospital.</p> <p>25 Normally, we send half of it up</p>	<p style="text-align: right;">Page 258</p> <p>1 H. Fuchs</p> <p>2 out. And they keep copies of any reports</p> <p>3 that had been submitted by the hospitals,</p> <p>4 some financial reports, some government</p> <p>5 records that they have as to whether --</p> <p>6 what charity status they have.</p> <p>7 Q. Is there a particular timetable</p> <p>8 for the issuance of the wires or checks</p> <p>9 that are going out to partners? Are they</p> <p>10 batched or does it happen randomly?</p> <p>11 A. Normally we send out --</p> <p>12 depending on the approval, if the amount</p> <p>13 of the grants are approved, we'll send the</p> <p>14 whole thing out in a particular time. So,</p> <p>15 DeLois will prepare a list and total will</p> <p>16 be on the list. And if Brian reviews that</p> <p>17 and says it's okay, then we'll send them</p> <p>18 all out.</p> <p>19 Q. And when the money goes out, is</p> <p>20 there any indication made on the</p> <p>21 restricted funds' accounts that money has</p> <p>22 gone out?</p> <p>23 A. The expenses are all recorded in</p> <p>24 the program expense account. So, those</p> <p>25 are all restricted.</p>

12 (Pages 255 to 258)

<p style="text-align: right;">Page 259</p> <p>1 H. Fuchs</p> <p>2 Q. But where do the funds come</p> <p>3 from?</p> <p>4 A. Well, the funds are all coming</p> <p>5 out of the WonderWork bank account,</p> <p>6 because the WonderWork bank account is</p> <p>7 what I use for operational -- all the</p> <p>8 expenses. So, funds from the d/b/a's will</p> <p>9 be transferred to the WonderWork account</p> <p>10 as they are needed.</p> <p>11 MR. LILIEN: Are there items in</p> <p>12 the program expense, under program</p> <p>13 expense that you would view as not</p> <p>14 being restricted?</p> <p>15 MS. FUCHS: No. All the program</p> <p>16 expenses would be restricted. I</p> <p>17 don't -- yes. I don't put anything in</p> <p>18 that account that is not part of the</p> <p>19 restricted funds.</p> <p>20 Q. Do you recall that at some point</p> <p>21 KPMG conducted an audit of certain of the</p> <p>22 grant partners?</p> <p>23 A. Yes.</p> <p>24 Q. And how many did they look at?</p> <p>25 A. I recall they looked at four.</p>	<p style="text-align: right;">Page 261</p> <p>1 H. Fuchs</p> <p>2 would -- I am not sure exactly the</p> <p>3 staging of the reporting. DeLois and</p> <p>4 Tiffany would know better. My</p> <p>5 understanding is that they might send</p> <p>6 an interim report in before they</p> <p>7 finished all the funds.</p> <p>8 But before we issue another</p> <p>9 grant to them, they will have to have</p> <p>10 completed the work from the first</p> <p>11 grant.</p> <p>12 MR. LILIEN: As a result of this</p> <p>13 process, have you ever denied a second</p> <p>14 installment of a grant?</p> <p>15 MS. FUCHS: Currently, there are</p> <p>16 some hospitals awaiting a second</p> <p>17 installment.</p> <p>18 MR. LILIEN: What is driving</p> <p>19 that?</p> <p>20 MS. FUCHS: Completion of the</p> <p>21 number of surgeries. Obviously, now</p> <p>22 in bankruptcy, we are not giving out</p> <p>23 any grant money.</p> <p>24 MR. LILIEN: But prior to</p> <p>25 bankruptcy?</p>
<p style="text-align: right;">Page 260</p> <p>1 H. Fuchs</p> <p>2 Q. And who chose which ones they</p> <p>3 would look at?</p> <p>4 A. Well, between DeLois, Tiffany</p> <p>5 and I, we looked at the hospitals that we</p> <p>6 had funded the most money to.</p> <p>7 Q. Did you get a report back from</p> <p>8 KPMG?</p> <p>9 A. Yes, we did.</p> <p>10 Q. Did anything change as a result</p> <p>11 of that report?</p> <p>12 A. Well, I will defer that to</p> <p>13 DeLois because she would know better. But</p> <p>14 for the most part, I don't recall.</p> <p>15 MR. LILIEN: I just want to</p> <p>16 clarify one more thing. You mentioned</p> <p>17 before that you staged the payments.</p> <p>18 MS. FUCHS: Correct.</p> <p>19 MR. LILIEN: Some money up</p> <p>20 front, some money after they report</p> <p>21 back.</p> <p>22 When they report back, is that</p> <p>23 after all the surgeries have been</p> <p>24 completed?</p> <p>25 MS. FUCHS: They report -- they</p>	<p style="text-align: right;">Page 262</p> <p>1 H. Fuchs</p> <p>2 MS. FUCHS: It would be the</p> <p>3 completion of the surgeries.</p> <p>4 MR. LILIEN: Do you recall any</p> <p>5 circumstance in which a second</p> <p>6 installment was not paid?</p> <p>7 MS. FUCHS: There are some</p> <p>8 outstanding, but I am not sure any of</p> <p>9 them have been rejected. I think they</p> <p>10 are just waiting. But that, as I</p> <p>11 said, they'd give you better</p> <p>12 clarification on that.</p> <p>13 MR. LILIEN: Okay.</p> <p>14 MS. FUCHS: But I know there are</p> <p>15 some open.</p> <p>16 MR. CURCHACK: I will ask the</p> <p>17 reporter as Exhibit 26 an email</p> <p>18 thread. The top one is from you to</p> <p>19 Mallory Taaffe, who I believe was one</p> <p>20 of the KPMG folks, dated January 20,</p> <p>21 2015, production number 0022194.</p> <p>22 (So marked for identification as</p> <p>23 Fuchs Exhibit 26.)</p> <p>24 MS. FUCHS: I am reading?</p> <p>25 MR. CURCHACK: Read the whole</p>

1 H. Fuchs
 2 thing.
 3 MS. FUCHS: Okay.
 4 (Pause.)
 5 BY MR. CURCHACK:
 6 Q. The top email, do you remember
 7 sending this email?
 8 A. Yes. I remember this.
 9 Q. The last line says, "I sent you
 10 a copy of the contribution per surgery
 11 memo signed by the program officer." Who
 12 is the program officer?
 13 A. The program officer is DeLois
 14 Greenwood.
 15 Q. So what is the contribution per
 16 surgery memo referred to there?
 17 A. The exact memo I don't recall.
 18 Sounds like it may be a memo where the
 19 contributions WonderWork gives for the
 20 grants was a memo that was prepared. But
 21 I am just surmising that based on this
 22 email.
 23 Q. Earlier in the email it says,
 24 "In letter number 2, we asked [REDACTED] to
 25 treat a thousand patients at \$150 each."

1 H. Fuchs
 2 Who is [REDACTED]?
 3 A. [REDACTED] is one of our partners. I
 4 don't recall exactly what they do, but
 5 [REDACTED] is a partner that we fund.
 6 Q. Is it a hospital?
 7 A. [REDACTED], I am not sure if they are
 8 their own hospital or have a group of
 9 hospitals under them.
 10 Q. In other words, would you give
 11 money to them and they would give money --
 12 A. To their hospitals, I think,
 13 [REDACTED]. I don't recall exactly.
 14 MR. CURCHACK: I would like to
 15 ask the reporter to mark as the next
 16 exhibit a couple of WonderWork field
 17 reports.
 18 (So marked for identification as
 19 Fuchs Exhibit 27.)
 20 Q. Do you recognize what these
 21 documents are?
 22 A. In looks like a report put
 23 together by our -- by a team that went to
 24 visit this eye hospital in November of
 25 2016.

1 H. Fuchs
 2 Q. That's fine. I will represent
 3 that these were identified by Ujjal as
 4 field reports prepared by him.
 5 A. Okay.
 6 Q. If you look at the fourth page,
 7 back of the fourth piece of paper, do you
 8 see where it says "Finance" -- I am sorry.
 9 Do you see where it says "Finance"?
 10 A. Yes.
 11 Q. It says, "Presently 100 percent
 12 of surgery costs are borne by a federal
 13 government."
 14 Do you know whether WonderWork
 15 actually contributes to hospitals that are
 16 receiving funds from other sources?
 17 A. Yes, we do.
 18 Q. Please turn to the page of the
 19 report that has a picture with five nurses
 20 on it. Do you see it?
 21 A. This one?
 22 Q. Yes. Thanks.
 23 Do you see where it says
 24 "Finance" there? If you notice it says,
 25 the last line, "Per surgery cost is \$35"

1 H. Fuchs
 2 and free patients pay partial cost."
 3 Are you aware of the fact that
 4 WonderWork contributes to surgeries where,
 5 in fact, the patient has to pay something?
 6 A. I am not really aware of the
 7 payment structure from these field
 8 reports.
 9 Q. Okay.
 10 A. Yes, the payment structure.
 11 Q. Do you know what Project
 12 Varanasi is?
 13 A. I know of Project Varanasi.
 14 Q. What can you tell us about it?
 15 A. My understanding is Varanasi,
 16 Project Varanasi is a burn -- is a project
 17 to build a burn hospital in Varanasi,
 18 India, run by Dr. -- what's his name? I
 19 will remember his name when I leave.
 20 [REDACTED]. Sorry.
 21 MR. CURCHACK: I would like to
 22 mark -- this will be the last question
 23 before we take a very short break --
 24 as the next Exhibit, 28, an email
 25 dated October 21, 2016, from you to

1 H. Fuchs
 2 Brian Mullaney. It doesn't have a
 3 production number -- oh, yes. It is
 4 0040124 and there is a spreadsheet
 5 attached to it.
 6 (So marked for identification as
 7 Fuchs Exhibit 28.)
 8 Q. Do you recall sending this
 9 email?
 10 A. Yes.
 11 Q. If you look at -- do you see the
 12 spreadsheet that is attached to it?
 13 A. Yes.
 14 Q. Did you prepare this?
 15 A. Yes, I did.
 16 Q. And what did this show?
 17 A. Well, this spreadsheet shows
 18 what our restricted net assets were at the
 19 end of fiscal '15, and then without --
 20 without using, in the email where it says,
 21 "I did not use any of the direct mail
 22 allocation in this spreadsheet" to show
 23 Brian how much we had remaining; I only
 24 used the program expenses for FY '16 and
 25 how much was released and what we had

1 H. Fuchs
 2 remaining.
 3 Q. Okay.
 4 A. And then I rolled it into
 5 partial FY '17 numbers.
 6 Q. Now, do you see the line that
 7 says "Project Varanasi"?
 8 A. Yes.
 9 Q. That shows a \$4 million donation
 10 during fiscal year 2016?
 11 A. Yes, I see that.
 12 Q. Did WonderWork receive
 13 \$4 million restricted to Project Varanasi
 14 in fiscal 2016?
 15 A. There was a possibility of us
 16 getting that money in June of FY '16.
 17 However, by the time October or so rolled
 18 about, we did not get that money. It was
 19 not booked in the general ledger, or was
 20 reversed out, I should say.
 21 Q. So if one were to look at the
 22 restricted necessary assets account today,
 23 that \$4 million would not be reflected in
 24 it?
 25 A. Correct.

1 H. Fuchs
 2 Q. Who was the source of that
 3 \$4 million?
 4 A. It is my belief that it was the
 5 [REDACTED].
 6 Q. Are there any other donations in
 7 the FY '16 column that were not donations
 8 at the time you spread the spreadsheet?
 9 A. In June, it was the same thing.
 10 [REDACTED] was thinking about a million
 11 dollar pledge over 10 years actually, not
 12 5 years, which he then rescinded.
 13 Q. Do you know why he rescinded?
 14 A. Do I know -- I don't know from
 15 him exactly why he rescinded it.
 16 Q. Were you told by someone why he
 17 rescinded it?
 18 A. My guess is that he is on the
 19 board and knows about the bankruptcy, so
 20 he was not going to make good on his
 21 pledge. It was also reversed.
 22 MR. CURCHACK: Let's take a very
 23 quick break.
 24 (Recess.)
 25 MR. CURCHACK: I am going to ask

1 H. Fuchs
 2 the reporter to mark as the next
 3 exhibit a 20/20/20 solicitation
 4 identified as WON 02544 through 02555.
 5 (So marked for identification as
 6 Fuchs Exhibit 29).
 7 Q. I believe this to be a
 8 WonderWork solicitation, if you look at
 9 page -- a 20/20/20 solicitation supposed
 10 to be mailed April 14, 2015. Okay? Do
 11 you see that on page 2548?
 12 MR. TRIVIGNO: I think he is
 13 referring to the barcode number. I
 14 don't know if she is familiar with
 15 that.
 16 MS. FUCHS: We'll take your word
 17 for it.
 18 Q. You don't know what that barcode
 19 means?
 20 A. I don't.
 21 Q. If you look at the page that
 22 says 02547?
 23 MR. TRIVIGNO: Do you want her
 24 to read it?
 25 MR. CURCHACK: I think she just

<p style="text-align: right;">Page 271</p> <p>1 H. Fuchs</p> <p>2 needs to read this one sentence.</p> <p>3 Q. The paragraph begins, "At about</p> <p>4 2 percent"?</p> <p>5 A. Okay.</p> <p>6 Q. Can you just read the paragraph?</p> <p>7 A. Out loud?</p> <p>8 Q. No, to yourself.</p> <p>9 (Pause.)</p> <p>10 A. Okay.</p> <p>11 Q. For the record, the sentence</p> <p>12 says, "At about 2 percent, 20/20/20 has</p> <p>13 one of the lowest administrative costs of</p> <p>14 any major charity."</p> <p>15 What was the basis for that</p> <p>16 statement?</p> <p>17 A. I think they want to show the</p> <p>18 donors that we have a low overhead.</p> <p>19 Q. How was the 2 percent</p> <p>20 calculated?</p> <p>21 A. I am not exactly sure. My</p> <p>22 understanding is the allocated expenses on</p> <p>23 the functional expenses, and this would be</p> <p>24 the management and general piece of it. I</p> <p>25 don't know. I'd have to go back and look.</p>	<p style="text-align: right;">Page 273</p> <p>1 H. Fuchs</p> <p>2 management and general and then fund</p> <p>3 raising. And I believe this is the</p> <p>4 management and general piece. It is</p> <p>5 2 percent of the total expenses after</p> <p>6 allocations.</p> <p>7 Q. I would like you to go back to</p> <p>8 Exhibit Number 12 just for a minute. That</p> <p>9 is the spreadsheet of temporarily</p> <p>10 restricted net assets. I think we</p> <p>11 referred to it as the roll-forward.</p> <p>12 A. Got it.</p> <p>13 Q. If you look at the first page, I</p> <p>14 believe it is the first page -- it says</p> <p>15 "FY '14" at the top?</p> <p>16 A. I see it.</p> <p>17 Q. If you look at program expenses,</p> <p>18 that number is -- for blindness is</p> <p>19 \$2.6 million?</p> <p>20 A. That's correct.</p> <p>21 Q. Now, I thought that this column</p> <p>22 reflected the grants that were made with</p> <p>23 respect to the various causes.</p> <p>24 A. The 2.6 million would be the</p> <p>25 category of blindness, and it would be</p>
<p style="text-align: right;">Page 272</p> <p>1 H. Fuchs</p> <p>2 Q. Who would have calculated the</p> <p>3 administrative costs?</p> <p>4 A. For this piece? I mean, in</p> <p>5 this --</p> <p>6 Q. For the organization.</p> <p>7 A. I calculate that on the audited</p> <p>8 financials.</p> <p>9 Q. So you would provided this</p> <p>10 figure of 2 percent?</p> <p>11 A. It would have come from those</p> <p>12 numbers.</p> <p>13 Q. If someone had asked you, what</p> <p>14 are the administrative costs of 20/20/20,</p> <p>15 would you have said 2 percent?</p> <p>16 A. I would have said it was the</p> <p>17 administrative piece -- I would have said</p> <p>18 what the percentage was from the numbers</p> <p>19 that I have, but --</p> <p>20 Q. And how would you have</p> <p>21 calculated that from the numbers that you</p> <p>22 have?</p> <p>23 A. I would have looked at the</p> <p>24 allocations, functional expense</p> <p>25 allocations, which are split to program,</p>	<p style="text-align: right;">Page 274</p> <p>1 H. Fuchs</p> <p>2 grants -- it would be the grant</p> <p>3 category -- well, the category in the</p> <p>4 general ledger 5100, whatever was in that</p> <p>5 account, which typically are the grants</p> <p>6 paid. Blindness, 5100.</p> <p>7 Q. What would have been --</p> <p>8 A. On the left side, where it says,</p> <p>9 "Program expense," those are the expenses</p> <p>10 that were booked to those programs. There</p> <p>11 is a "See details in next tab," which I</p> <p>12 guess is not here. There may be an</p> <p>13 explanation for that 2.6 million.</p> <p>14 Q. I am looking at -- could you</p> <p>15 please look at Exhibit 7? If you look at</p> <p>16 page 227? This exhibit, for the record,</p> <p>17 is the 2014-fiscal year composite of the</p> <p>18 New York State charitable filing, the 990</p> <p>19 and the audited financials.</p> <p>20 A. I have it.</p> <p>21 Q. Looking at page 227, which is a</p> <p>22 sheet that comprises part of the audited</p> <p>23 financial statements.</p> <p>24 A. Okay.</p> <p>25 Q. If you look at the first line</p>

<p style="text-align: right;">Page 275</p> <p>1 H. Fuchs</p> <p>2 where it says, "Program services," the</p> <p>3 total number 1.543055. Do you see that?</p> <p>4 A. I see that.</p> <p>5 Q. Now, my understanding from what</p> <p>6 you said earlier is program services is</p> <p>7 comprised of the direct mail allocation</p> <p>8 and the program expenses. Is that</p> <p>9 correct?</p> <p>10 A. That's correct.</p> <p>11 Q. So, how can we -- how do you</p> <p>12 reconcile the 2.634 number with the 1.543</p> <p>13 number?</p> <p>14 A. I need to get my worksheets out</p> <p>15 from my -- I can't do it in my head. I</p> <p>16 don't remember.</p> <p>17 Q. If you look at the page going</p> <p>18 back to Exhibit 12, which is the same</p> <p>19 information for fiscal year 2013, I</p> <p>20 believe --</p> <p>21 A. Okay.</p> <p>22 Q. Okay? The total for all program</p> <p>23 expenses in that year is \$877,000. Is</p> <p>24 that correct?</p> <p>25 A. Which one? I am sorry.</p>	<p style="text-align: right;">Page 277</p> <p>1 H. Fuchs</p> <p>2 expenses for blindness there?</p> <p>3 A. 352,000.</p> <p>4 Q. And what is the total program</p> <p>5 expenses for all causes?</p> <p>6 A. In total, 877,000.</p> <p>7 Q. Now let's turn to the next year,</p> <p>8 which is 2014.</p> <p>9 A. Okay.</p> <p>10 Q. What is the total for all</p> <p>11 program expenses?</p> <p>12 A. Total, 3.6 million.</p> <p>13 Q. And for blindness?</p> <p>14 A. 2.6 million.</p> <p>15 Q. Now let's go to the third page</p> <p>16 of that exhibit for program expenses.</p> <p>17 What is the total for all causes?</p> <p>18 A. In total, it is 1.9 million.</p> <p>19 1.99.</p> <p>20 MR. TRIVIGNO: 1.89.</p> <p>21 MS. FUCHS: In column C, 1.89.</p> <p>22 Q. For blindness?</p> <p>23 A. It is 1.24.</p> <p>24 Q. Now please turn to Exhibit 7.</p> <p>25 A. Okay.</p>
<p style="text-align: right;">Page 276</p> <p>1 H. Fuchs</p> <p>2 Q. Program expenses in 2013.</p> <p>3 A. 877. Yes.</p> <p>4 Q. And if -- and for blindness, it</p> <p>5 is 352,000 and change?</p> <p>6 A. That's correct.</p> <p>7 Q. If you look at 2015, the 2015</p> <p>8 roll-forward schedule still in Exhibit 12,</p> <p>9 the total for all program expenses is</p> <p>10 1,890,000 in round numbers and for</p> <p>11 blindness is 1,244,000. Is that correct?</p> <p>12 A. I am sorry. Can you repeat</p> <p>13 that?</p> <p>14 Q. The total for program expenses</p> <p>15 on the June 30, 2015 roll-forward</p> <p>16 schedule.</p> <p>17 A. Okay.</p> <p>18 Q. Column C is 1.891500 in total.</p> <p>19 And on line 4010, which is blindness --</p> <p>20 A. I am sorry. I am lost. Can you</p> <p>21 start again? Start from the beginning.</p> <p>22 Q. Let's take Exhibit 12 and start</p> <p>23 with the 2013 starting point.</p> <p>24 A. Got it.</p> <p>25 Q. What is the total program</p>	<p style="text-align: right;">Page 278</p> <p>1 H. Fuchs</p> <p>2 Q. Go to page 227. What is the</p> <p>3 total for grants under program services?</p> <p>4 A. 1.5.</p> <p>5 Q. And go to the next page, page</p> <p>6 228.</p> <p>7 A. Okay.</p> <p>8 Q. What is the total for grants for</p> <p>9 2013?</p> <p>10 A. 1.3.</p> <p>11 Q. So, all of those numbers are --</p> <p>12 I will rephrase that.</p> <p>13 How can you explain the</p> <p>14 difference in the grant amounts or the</p> <p>15 program expense amounts for the</p> <p>16 2014-fiscal year under blindness?</p> <p>17 MR. TRIVIGNO: Can I make a</p> <p>18 suggestion? This refers to next tabs.</p> <p>19 Can we get the full document? I</p> <p>20 assume it has it. It may be easier to</p> <p>21 cut to the chase.</p> <p>22 MS. SIMMONS: It was produced to</p> <p>23 Goldin.</p> <p>24 (Discussion held off the</p> <p>25 record.)</p>

17 (Pages 275 to 278)

<p style="text-align: right;">Page 279</p> <p>1 H. Fuchs</p> <p>2 MR. CURCHACK: Apparently we</p> <p>3 just got the one page.</p> <p>4 MS. FUCHS: There is a tab</p> <p>5 there. It refers to something in --</p> <p>6 to make it the 1.54.</p> <p>7 MR. CURCHACK: Can I make a</p> <p>8 request for the support for those</p> <p>9 numbers?</p> <p>10 MS. FUCHS: I can find that.</p> <p>11 The tab is attached on the worksheet.</p> <p>12 MR. LILIEN: Just so I</p> <p>13 understand, we have, under the column</p> <p>14 "Program Expenses," is it your</p> <p>15 understanding that column should</p> <p>16 equate with grants?</p> <p>17 MR. TRIVIGNO: In the chart?</p> <p>18 MS. FUCHS: This column should</p> <p>19 equate with what was spent on the</p> <p>20 program but not necessarily the</p> <p>21 grants. I mean, there might have been</p> <p>22 something else here that I can't</p> <p>23 recall. It is the 5,000 account,</p> <p>24 which is program expense, which can be</p> <p>25 other than a grant. It could be some</p>	<p style="text-align: right;">Page 281</p> <p>1 H. Fuchs</p> <p>2 spreadsheet that we were looking at,</p> <p>3 actually, they prepare, because this</p> <p>4 is their little notes on it and</p> <p>5 colors. So, I am sure it's correct,</p> <p>6 but I just need to figure out how it</p> <p>7 ended up there.</p> <p>8 BY MR. CURCHACK:</p> <p>9 Q. We have now marked as Exhibit 30</p> <p>10 another solicitation. Based on the</p> <p>11 information on page 9338, I believe this</p> <p>12 was prepared in 2013. Do you see at</p> <p>13 bottom of the page there where it says</p> <p>14 1/28/13?</p> <p>15 I also note for the record the</p> <p>16 barcode on page 9340, which we believe</p> <p>17 represents a 2013 mailing.</p> <p>18 I would ask you to turn to page</p> <p>19 9341, please.</p> <p>20 MR. TRIVIGNO: Just give her a</p> <p>21 minute.</p> <p>22 MS. FUCHS: I have to take a</p> <p>23 quick read-through of this.</p> <p>24 (Pause.)</p> <p>25 MS. FUCHS: Yes.</p>
<p style="text-align: right;">Page 280</p> <p>1 H. Fuchs</p> <p>2 equipment, it could be --</p> <p>3 MR. LILIEN: So in two years --</p> <p>4 to be sure, in two of the three years</p> <p>5 we looked at, the number in the chart</p> <p>6 is the same number that is listed as</p> <p>7 grants in your financials.</p> <p>8 MS. FUCHS: Yes.</p> <p>9 MR. LILIEN: We have one year</p> <p>10 where the number is substantially</p> <p>11 higher.</p> <p>12 MS. FUCHS: That is why I need</p> <p>13 to see what I did on that worksheet to</p> <p>14 get to this number.</p> <p>15 MR. LILIEN: Off the record.</p> <p>16 (Discussion held off the</p> <p>17 record.)</p> <p>18 MR. CURCHACK: I want to mark</p> <p>19 another solicitation. This is</p> <p>20 production number WON-EX 9333.</p> <p>21 (So marked for identification as</p> <p>22 Fuchs Exhibit 30.)</p> <p>23 MS. FUCHS: Just to back up to</p> <p>24 this, this was part of the audit and</p> <p>25 KPMG reviewed it all so -- and the</p>	<p style="text-align: right;">Page 282</p> <p>1 H. Fuchs</p> <p>2 Q. Turning to page 9341, the first</p> <p>3 line on that page says, "We are a new</p> <p>4 charity program and receive no money from</p> <p>5 the government or big foundations or</p> <p>6 corporations."</p> <p>7 Do you see that?</p> <p>8 A. I see that, yes.</p> <p>9 Q. What do you consider a big</p> <p>10 foundation?</p> <p>11 A. I consider that as a figure of</p> <p>12 speech for a marketing piece. I have no</p> <p>13 idea if that is a real name of something.</p> <p>14 Q. A little farther down it says,</p> <p>15 "100 percent of your donation will go</p> <p>16 towards programs. Zero percent goes to</p> <p>17 overhead or fund raising." Do you see</p> <p>18 that line?</p> <p>19 A. I do.</p> <p>20 Q. What was the basis for saying</p> <p>21 that in this mailing?</p> <p>22 A. The charity program 20/20/20,</p> <p>23 all the funds -- all the funds that are</p> <p>24 received from our d/b/a's are restricted</p> <p>25 to the programs.</p>

<p style="text-align: right;">Page 283</p> <p>1 H. Fuchs</p> <p>2 Q. And what do you mean -- what</p> <p>3 does "the programs" mean in that context?</p> <p>4 A. In this context, it would go</p> <p>5 towards the blindness program.</p> <p>6 Q. And what is the blindness</p> <p>7 program?</p> <p>8 A. It would be all the work that we</p> <p>9 do towards restoring sight as well as</p> <p>10 public information. Whatever entails the</p> <p>11 blindness program.</p> <p>12 MR. LILIEN: Before, I think you</p> <p>13 mentioned the 100 percent language was</p> <p>14 a recent addition to the WonderWork</p> <p>15 mailings.</p> <p>16 MS. FUCHS: The WonderWork,</p> <p>17 correct.</p> <p>18 MR. LILIEN: This mailing, I</p> <p>19 believe, is -- I believe this is from</p> <p>20 2013.</p> <p>21 MS. FUCHS: This is 20/20/20</p> <p>22 mailing. 20/20/20 would be different</p> <p>23 than a WonderWork mailing in my</p> <p>24 knowledge.</p> <p>25 Q. Do you believe that the 100</p>	<p style="text-align: right;">Page 285</p> <p>1 H. Fuchs</p> <p>2 hospitals.</p> <p>3 If you look at the top of the</p> <p>4 page 9340, there is a series of</p> <p>5 donation options for individuals to</p> <p>6 give. And the top option says, "\$300</p> <p>7 to provide a full surgery."</p> <p>8 So the full language is "Yes, I</p> <p>9 want to give the blind a chance to</p> <p>10 see," and the first option is \$300 to</p> <p>11 provide a full surgery.</p> <p>12 To the best of your knowledge,</p> <p>13 has WonderWork ever given a hospital</p> <p>14 \$300 to provide a full surgery?</p> <p>15 MS. FUCHS: To the best of my</p> <p>16 knowledge, that would be probably for</p> <p>17 children. It's more expensive to do a</p> <p>18 surgery on a child than an adult. So,</p> <p>19 that's what is my recollection.</p> <p>20 MR. LILIEN: And when you read</p> <p>21 the language, "Yes, I want to give the</p> <p>22 blind a chance to see," if you were</p> <p>23 reading this, you would read that as</p> <p>24 also allowing your money to be used</p> <p>25 for something other than giving the</p>
<p style="text-align: right;">Page 284</p> <p>1 H. Fuchs</p> <p>2 percent language was put on d/b/a mailings</p> <p>3 before it was put on WonderWork mailings?</p> <p>4 A. That's correct.</p> <p>5 Q. And the reason is the reason</p> <p>6 that you stated before, that no money that</p> <p>7 came in -- that in your understanding all</p> <p>8 money that came in for the d/b/a's was</p> <p>9 spent on what you are referring to as</p> <p>10 programming?</p> <p>11 A. Programmatic. Yes, that's</p> <p>12 correct.</p> <p>13 MR. LILIEN: Can I just point</p> <p>14 you to the top of page 9340?</p> <p>15 MS. FUCHS: Okay.</p> <p>16 MR. LILIEN: It is our</p> <p>17 understanding, after speaking with</p> <p>18 your colleagues, that for 20/20/20, 98</p> <p>19 to 99 percent of the individuals who</p> <p>20 received surgeries are adults and not</p> <p>21 children. And it is our understanding</p> <p>22 that the grants approximate \$25 for</p> <p>23 adult surgeries.</p> <p>24 MS. FUCHS: Okay.</p> <p>25 MR. LILIEN: For your partner</p>	<p style="text-align: right;">Page 286</p> <p>1 H. Fuchs</p> <p>2 blind a chance to see such as public</p> <p>3 information?</p> <p>4 MS. FUCHS: Well, once again,</p> <p>5 it's hard for me to differentiate</p> <p>6 between what I know and what I would</p> <p>7 do. But knowing what I know about</p> <p>8 monies being used for direct mail and</p> <p>9 such, I do give money to charities</p> <p>10 knowing that what I am giving is not</p> <p>11 just going to be to help somebody get</p> <p>12 breast cancer screening. It's going</p> <p>13 to go to the piece of mailing. I</p> <p>14 mean, I know that and I still give</p> <p>15 money.</p> <p>16 I just believe in certain</p> <p>17 causes, and I would give money</p> <p>18 regardless of personally knowing that</p> <p>19 my money is not always going to be</p> <p>20 spent on a vaccination or a Meal On</p> <p>21 Wheels or things like that.</p> <p>22 MR. LILIEN: If someone did not</p> <p>23 have the knowledge of joint cost</p> <p>24 allocation that you have, would you</p> <p>25 still answer that question the same</p>

H. Fuchs

way?

MS. FUCHS: It is hard for me to answer that question because I have the knowledge. Sorry.

BY MR. CURCHACK:

Q. I want to ask one more question about [REDACTED], actually about his money. If you were taking funds from the [REDACTED] and using them to match a solicitation, would those funds be deemed restricted? Those funds, meaning the funds from [REDACTED].

A. I don't think -- I don't think they are deemed restricted as matching funds, to my knowledge. I think you can use matching funds for matching as well as other things.

Q. So that if the solicitation says, "If you give \$25 to provide one surgery, one of our donors will match that twice, which will give enough money for three surgeries," there is no assurance that in fact \$75 is going to go to surgeries?

H. Fuchs

This is a similar, though not identical, spreadsheet that we looked at previously. Could you tell us the sequence of preparation of these two separate documents?

A. 28 was done from my email in October of 2016 for Brian Mullaney, to give him an idea of what the restricted -- what was the remaining restricted net assets without using the direct mail allocation at that point. I didn't have that here. So, it was just informational purposes.

Number 31 has more information, because at that time I had already received the direct mail allocation breakdown and we were trying to do the allocation prior to having auditors inhouse to -- to having auditors in to go over it.

Also, that is FY '16, so you could see in number 31 the FY '15 restricted net assets were the same as they were on the audited financials. And

H. Fuchs

A. That's correct.

MR. CURCHACK: I would like to ask the reporter to please mark as Exhibit 31 a spreadsheet that was part of the production. We will represent it was part of the production and will get you the number. I believe this may have been -- it is a spreadsheet that we understand Ms. Fuchs to have sent to the Goldin Associates team.

(So marked for identification as Fuchs Exhibit 31.)

Q. Let me ask you to look at it and, if you could, tell us if, in fact, this looks like the spreadsheet that you did give to them?

A. Yes. This spreadsheet was a draft of our calculations for the FY '16 restricted funds and the release of the restriction plus some additional calculations for FY '17 numbers that were unaudited and part of what we had raised so far.

Q. Could you go back to Exhibit 28?

H. Fuchs

then you have additional donations that we call the WonderWork restricted donations now in this calculation.

Q. That is the 1.9 million that is added to Exhibit 31 that doesn't appear in Exhibit 28?

A. That's correct.

MR. POLKOWITZ: This 1,921,195, what does that represent?

MS. FUCHS: That would represent the restricted WonderWork donation that restricted to surgeries or surgical programs from the -- based on the direct mail pieces that -- and the responses, the donors who made donations to WonderWork gave as to how their money should be spent.

MR. POLKOWITZ: Is this new for '16 versus years?

MS. FUCHS: We didn't restrict WonderWork monies as such in the prior year.

MR. POLKOWITZ: Any reason for that change?

<p style="text-align: right;">Page 291</p> <p>1 H. Fuchs</p> <p>2 MS. FUCHS: Based on the direct</p> <p>3 mail pieces and the way the donations</p> <p>4 tied back to the direct mail piece</p> <p>5 that was sent, it should have been</p> <p>6 restricted.</p> <p>7 MR. POLKOWITZ: In prior years?</p> <p>8 MS. FUCHS: Some of it should</p> <p>9 have been restricted in FY '15.</p> <p>10 MR. POLKOWITZ: Have you gone</p> <p>11 back to recalculate FY '15?</p> <p>12 MS. FUCHS: Yes, we did.</p> <p>13 MR. POLKOWITZ: Is that</p> <p>14 something that potentially could be</p> <p>15 adjusted for the audit?</p> <p>16 MS. FUCHS: The auditors are</p> <p>17 going through again -- the auditors</p> <p>18 are going through the FY '16 and '15</p> <p>19 restricted, updated restricted</p> <p>20 calculations which they have now and</p> <p>21 are reviewing it based on the data</p> <p>22 that they received from us on how we</p> <p>23 determined that these WonderWork</p> <p>24 donations should have been restricted</p> <p>25 for FY '15 and how they are restricted</p>	<p style="text-align: right;">Page 293</p> <p>1 H. Fuchs</p> <p>2 MS. FUCHS: FY '16, there is a</p> <p>3 WonderWork restricted account.</p> <p>4 However, I had suggested a journal</p> <p>5 entry to the auditors and I am waiting</p> <p>6 for them to approve it so that it</p> <p>7 would show the WonderWork surgical</p> <p>8 restricted account.</p> <p>9 MR. POLKOWITZ: So the general</p> <p>10 ledger does not yet reflect the</p> <p>11 reclass between unrestricted and</p> <p>12 restricted for WonderWork.</p> <p>13 MS. FUCHS: For WonderWork.</p> <p>14 Correct.</p> <p>15 MR. POLKOWITZ: How far back did</p> <p>16 you go to calculate this reclass for</p> <p>17 fiscal year 2015?</p> <p>18 MS. FUCHS: We looked at all of</p> <p>19 the donations to WonderWork for FY</p> <p>20 '15. We looked at the entire</p> <p>21 population.</p> <p>22 MR. POLKOWITZ: So the reclass</p> <p>23 would reflect the full year of fiscal</p> <p>24 year '15?</p> <p>25 MS. FUCHS: Correct.</p>
<p style="text-align: right;">Page 292</p> <p>1 H. Fuchs</p> <p>2 for FY '16 to get to that number.</p> <p>3 MR. LILIEN: Just to repeat</p> <p>4 something I think we discussed</p> <p>5 yesterday but just to be clear, when</p> <p>6 there were changes made reclassifying</p> <p>7 gifts as restricted in 2015 or 2016,</p> <p>8 were those changes reflected in the</p> <p>9 general ledger?</p> <p>10 MS. FUCHS: The FY '15</p> <p>11 reclassification has not been</p> <p>12 reflected in the general ledger</p> <p>13 because those books are closed. It is</p> <p>14 going to be an adjustment on the</p> <p>15 audited financials by BDO.</p> <p>16 MR. LILIEN: So the general</p> <p>17 ledger that we have been provided,</p> <p>18 would that reflect these adjustments</p> <p>19 or would that be preadjustment?</p> <p>20 MS. FUCHS: The general ledger</p> <p>21 actually does not have a separate</p> <p>22 WonderWork category for FY '15. So,</p> <p>23 it would be -- it's not shown there.</p> <p>24 MR. LILIEN: What about for FY</p> <p>25 '16?</p>	<p style="text-align: right;">Page 294</p> <p>1 H. Fuchs</p> <p>2 MR. POLKOWITZ: Plus the full</p> <p>3 year of fiscal year 2016?</p> <p>4 MS. FUCHS: Yes, that's correct.</p> <p>5 But 2016 hasn't been closed yet, so --</p> <p>6 MR. POLKOWITZ: Understood.</p> <p>7 MR. LILIEN: Which individuals</p> <p>8 participate in that process, the</p> <p>9 process of reclassifying?</p> <p>10 MS. FUCHS: Well, I would do the</p> <p>11 reclass based on approval from BDO</p> <p>12 once they have gone through and agreed</p> <p>13 with the amounts. The actual</p> <p>14 review --</p> <p>15 MR. LILIEN: Yes.</p> <p>16 MS. FUCHS: -- was done by CLM</p> <p>17 and our -- Vera, Janet and Karen.</p> <p>18 MR. POLKOWITZ: I believe this</p> <p>19 is Exhibit 31. Is that correct?</p> <p>20 MR. CURCHACK: Yes.</p> <p>21 MR. POLKOWITZ: This is</p> <p>22 Exhibit 28?</p> <p>23 MR. CURCHACK: Yes.</p> <p>24 MR. POLKOWITZ: If you look at</p> <p>25 Exhibit 28, the column labeled,</p>

21 (Pages 291 to 294)

<p style="text-align: right;">Page 295</p> <p>1 H. Fuchs 2 "Program Expenses" -- 3 MS. FUCHS: Okay. 28. 4 MR. POLKOWITZ: The total is 5 \$2,682,200. Correct? 6 MS. FUCHS: Well, this 7 spreadsheet, however, is a draft of a 8 calculation that I prepared for Brian 9 to determine approximately how much 10 restricted money we had left. It's 11 not fully accurate in terms of the 12 other information we have just been 13 discussing. 14 MR. POLKOWITZ: Are these 15 amounts from the general ledger, that 16 was recorded in the general ledger as 17 of October 2016? 18 MS. FUCHS: These were recorded 19 as of October 2016 -- I am saying yes, 20 but I would have to double-check the 21 GL. 22 MR. POLKOWITZ: If that is the 23 case -- 24 MS. FUCHS: Well, it was 25 preaudit.</p>	<p style="text-align: right;">Page 297</p> <p>1 H. Fuchs 2 were burn hospitals, which we did not 3 get. We thought we would be getting 4 it, so for the exercise I included 5 that. 6 Also, a million dollar pledge 7 from [REDACTED], who had said he 8 would give us a million dollars over a 9 ten-year period, which he rescinded. 10 MR. POLKOWITZ: So -- 11 MS. FUCHS: That is for the FY 12 '16 donations. 13 MR. POLKOWITZ: I am focused on 14 program expenses. There is a 15 difference on Exhibit 31. \$2,682,200 16 on Exhibit 28 as compared to on 17 Exhibit 31, program expenses of 18 \$2,094,600. Why is there a 19 difference? 20 MS. FUCHS: I would have to go 21 back and look at how I calculated this 22 program expense. I can't answer that 23 right now. I have to go back and look 24 at the data that I prepared this with. 25 MR. LILIEN: Why would the way</p>
<p style="text-align: right;">Page 296</p> <p>1 H. Fuchs 2 MR. POLKOWITZ: So if that's the 3 case, that was after fiscal year 2016 4 ended, which is June 30, 2016. 5 Correct? 6 MS. FUCHS: It ended, but it 7 wasn't closed. 8 MR. POLKOWITZ: Okay. So if you 9 go to Exhibit 31 -- 10 MS. FUCHS: Still not closed. 11 MR. POLKOWITZ: Understood. 12 Program expenses, it says \$2,094,600. 13 MS. FUCHS: Yes. 14 MR. POLKOWITZ: What is the 15 reason for the discrepancy between 16 Exhibit 28 and Exhibit 31? 17 MS. FUCHS: For program 18 expenses, or -- 19 MR. POLKOWITZ: In both 20 Exhibit 28 and Exhibit 31 -- 21 MS. FUCHS: Donations for FY 22 '16, we had included a pledge we 23 thought we were going to get from the 24 [REDACTED] for 25 \$4 million for Project Varanasi, which</p>	<p style="text-align: right;">Page 298</p> <p>1 H. Fuchs 2 you calculated it differ or matter? 3 MS. FUCHS: Well, the timing. 4 So I'd need to see what I anticipated 5 in that program expense for things 6 that were possibly booked or thought 7 about being booked at the close of the 8 year. I am not quite sure why there 9 would be that program expense 10 difference. 11 MR. LILIEN: It is a fairly 12 significant amount. 13 MS. FUCHS: I know. That is why 14 I am not sure. I'd have to take a 15 look at that program expense. 16 I would have to look at that. 17 BY MR. CURCHACK: 18 Q. When you prepared Exhibit 28, 19 was that at Mr. Mullaney's request? 20 A. That was based on the email? 21 Yes. 22 Q. Do you know why he wanted to 23 have that prepared? 24 A. My understanding, he wanted to 25 know how much of our funds were restricted</p>

<p style="text-align: right;">Page 299</p> <p>1 H. Fuchs</p> <p>2 at that point. Since we hadn't done the</p> <p>3 audit and we hadn't done the calculation</p> <p>4 on direct mail, so it was just an estimate</p> <p>5 as to what was remaining restricted at the</p> <p>6 end of June and then at the time of</p> <p>7 October.</p> <p>8 MR. LILIEN: Before we move on</p> <p>9 on this, I may ask Gary to chime in in</p> <p>10 a moment, but Hana, if I understand</p> <p>11 Exhibit 28 correctly, there was</p> <p>12 \$5 million of revenue that ultimately</p> <p>13 was not received?</p> <p>14 MS. FUCHS: Pledges. Correct.</p> <p>15 MR. LILIEN: But as reflected on</p> <p>16 Exhibit 28, money that was not</p> <p>17 actually received?</p> <p>18 MS. FUCHS: Correct.</p> <p>19 MR. LILIEN: Now, looking at</p> <p>20 Exhibit 31, the restricted net asset</p> <p>21 balance, the middle yellow column is</p> <p>22 \$8.75 million. We are just trying to</p> <p>23 do the math on this and have you guide</p> <p>24 us through this.</p> <p>25 Exhibit 28, which has a</p>	<p style="text-align: right;">Page 301</p> <p>1 H. Fuchs</p> <p>2 just focused on d/b/a right now,</p> <p>3 donations to the BDA's.</p> <p>4 MS. FUCHS: Okay.</p> <p>5 MR. LILIEN: So when you go</p> <p>6 through the, when you go through the</p> <p>7 restricted net assets column -- again,</p> <p>8 we are just trying to under how this</p> <p>9 was put together. We are not</p> <p>10 suggesting it is wrong. We are just</p> <p>11 trying to understand it.</p> <p>12 Would you take the roll-forward</p> <p>13 number that applies to d/b/a's that</p> <p>14 is -- is that the left-hand column?</p> <p>15 MS. FUCHS: The left column.</p> <p>16 Correct.</p> <p>17 MR. LILIEN: Add that to the</p> <p>18 2.795 million that was on Exhibit 28.</p> <p>19 Add those two figures together, the</p> <p>20 2.795 million on Exhibit 28 plus the</p> <p>21 roll-forward in the left-hand column</p> <p>22 as it applies to d/b/a's, not</p> <p>23 WonderWork, and then subtract from</p> <p>24 that the direct mail allocation that's</p> <p>25 been allocated to the d/b/a's?</p>
<p style="text-align: right;">Page 300</p> <p>1 H. Fuchs</p> <p>2 7.795 million restricted net asset</p> <p>3 value as of June 30, 2016, would be</p> <p>4 reduced, if I understand this</p> <p>5 correctly, by \$5 million. So the</p> <p>6 restricted net assets as of June 30,</p> <p>7 2016 would be 2.795 million.</p> <p>8 Since this calculation did not</p> <p>9 yet include cost allocation,</p> <p>10 presumably once those costs were</p> <p>11 allocated, that number would go down</p> <p>12 further.</p> <p>13 MS. FUCHS: That's correct.</p> <p>14 MR. LILIEN: Why don't we hold</p> <p>15 off on that and start with the</p> <p>16 2.795 million number once you have</p> <p>17 subtracted the \$5 million, and let's</p> <p>18 move to Exhibit 31.</p> <p>19 MS. FUCHS: Can I interject?</p> <p>20 MR. LILIEN: Sure.</p> <p>21 MS. FUCHS: So, for FY '16, in</p> <p>22 this estimate that I did for Brian, we</p> <p>23 do not include the WonderWork</p> <p>24 donations.</p> <p>25 MR. LILIEN: Fair point. We are</p>	<p style="text-align: right;">Page 302</p> <p>1 H. Fuchs</p> <p>2 MR. POLKOWITZ: Can you read the</p> <p>3 record?</p> <p>4 (Record read.)</p> <p>5 MR. LILIEN: Hana, is that how</p> <p>6 we should be calculating this, or is</p> <p>7 that the methodology how you</p> <p>8 calculated these numbers?</p> <p>9 MS. FUCHS: So, I would</p> <p>10 calculate this using the remaining</p> <p>11 restricted net assets from 6/30/15,</p> <p>12 adding in the total donations from FY</p> <p>13 '16 to give us the new net restricted</p> <p>14 assets; subtract out the program</p> <p>15 expense, subtract out the net assets</p> <p>16 released, and then I would have my</p> <p>17 restricted net assets remaining.</p> <p>18 I think we said the same thing.</p> <p>19 MR. LILIEN: Okay.</p> <p>20 BY MR. CURCHACK:</p> <p>21 Q. I want to ask you a couple of</p> <p>22 questions about impact loans. Are you</p> <p>23 familiar with the concept of impact loans?</p> <p>24 A. Yes, I am familiar.</p> <p>25 Q. And you are aware of the fact</p>

<p style="text-align: right;">Page 303</p> <p>1 H. Fuchs</p> <p>2 that WonderWork raised some impact loans?</p> <p>3 A. Yes.</p> <p>4 Q. To your knowledge, does</p> <p>5 WonderWork expect to repay the impact</p> <p>6 loans?</p> <p>7 A. Currently, or prior to</p> <p>8 bankruptcy?</p> <p>9 Q. Let's start with prior to</p> <p>10 bankruptcy.</p> <p>11 A. Yes. I expected they would all</p> <p>12 be paid back.</p> <p>13 Q. And since the bankruptcy?</p> <p>14 A. My -- I expect the loans to be</p> <p>15 paid back. I am not sure to what extent,</p> <p>16 but I would expect -- well, backing up,</p> <p>17 they are not due until five years from</p> <p>18 when they were signed so they come due</p> <p>19 around 2018, '19 and '20.</p> <p>20 I would hope that they would be</p> <p>21 paid back.</p> <p>22 Q. Are the funds that came in from</p> <p>23 the impact loans considered restricted or</p> <p>24 unrestricted?</p> <p>25 A. Those are unrestricted.</p>	<p style="text-align: right;">Page 305</p> <p>1 H. Fuchs</p> <p>2 A. I didn't account for this loan</p> <p>3 in my donations because it was a loan. It</p> <p>4 was on the balance sheet. So, in fact, I</p> <p>5 don't have an accounting record of how</p> <p>6 this loan was used.</p> <p>7 MR. LILIEN: Who would have that</p> <p>8 record?</p> <p>9 MS. FUCHS: Possibly the program</p> <p>10 group because they are the ones who</p> <p>11 send out the grants to these</p> <p>12 hospitals.</p> <p>13 Q. Did Brian Mullaney ever make an</p> <p>14 impact loan to WonderWork?</p> <p>15 A. No, he did not.</p> <p>16 Can I just back up a little? My</p> <p>17 understanding, though, is if the loan were</p> <p>18 forgiven, that we would use this money for</p> <p>19 surgeries. But I am not sure about the</p> <p>20 actual use of it at the time of the loan,</p> <p>21 so...</p> <p>22 Q. How did WonderWork expect that</p> <p>23 it would be able to repay the impact</p> <p>24 loans?</p> <p>25 A. How? Based on donations that</p>
<p style="text-align: right;">Page 304</p> <p>1 H. Fuchs</p> <p>2 Q. Are you familiar with a loan</p> <p>3 made by the [REDACTED]?</p> <p>4 A. A million dollars, I think.</p> <p>5 Q. Do you recall that that loan</p> <p>6 provided that 80 percent was to be paid on</p> <p>7 surgeries?</p> <p>8 A. I don't recall.</p> <p>9 MR. CURCHACK: Can we please</p> <p>10 mark as the next exhibit, 32, a</p> <p>11 document with production number 07834.</p> <p>12 (So marked for identification as</p> <p>13 Fuchs Exhibit 32.)</p> <p>14 Q. I believe that Exhibit 32 is a</p> <p>15 draft. I have seen the subsequent</p> <p>16 version, which is substantially identical.</p> <p>17 This says, "Use of proceeds 80 percent of</p> <p>18 total loan, 800,000, to be used to help</p> <p>19 pay for surgeries and treatment during</p> <p>20 term of loan."</p> <p>21 Does this refresh your</p> <p>22 recollection at all about the use?</p> <p>23 A. Yes, it does.</p> <p>24 Q. And were \$800,000 of the [REDACTED]</p> <p>25 loan used to pay for surgeries?</p>	<p style="text-align: right;">Page 306</p> <p>1 H. Fuchs</p> <p>2 were not restricted.</p> <p>3 Q. As I understand it, starting in</p> <p>4 2016, all mailings said 100 percent of</p> <p>5 your donations will be used for surgeries.</p> <p>6 Is that correct?</p> <p>7 A. That's correct.</p> <p>8 Q. So what would the source of</p> <p>9 unrestricted funds be to pay back the</p> <p>10 impact loans?</p> <p>11 A. Well, our wishful thinking was</p> <p>12 that these people would forgive their</p> <p>13 loans so we wouldn't have to pay them</p> <p>14 back.</p> <p>15 Q. So in fact --</p> <p>16 A. Some people have already.</p> <p>17 Q. But, in fact, it was your</p> <p>18 expectation or your -- I don't want to put</p> <p>19 words in your mouth.</p> <p>20 A. My feeling was we would pay back</p> <p>21 whatever was remaining on the loans that</p> <p>22 hadn't been forgiven.</p> <p>23 Q. But you anticipate that they</p> <p>24 would be forgiven?</p> <p>25 MR. TRIVIGNO: I don't think she</p>

<p style="text-align: right;">Page 307</p> <p>1 H. Fuchs</p> <p>2 said anticipated.</p> <p>3 MR. LILIEN: Let her answer the</p> <p>4 question.</p> <p>5 Q. I am not trying to put words in</p> <p>6 your mouth.</p> <p>7 A. Mine was wishful thinking. My</p> <p>8 idea was that people were donors and</p> <p>9 eventually they would forgive their loans</p> <p>10 since some of them had forgiven portions</p> <p>11 of their loans already, as [REDACTED] did.</p> <p>12 Q. Did you ever discuss with</p> <p>13 Mr. Mullaney the repayment of those loans?</p> <p>14 A. Not yet, no.</p> <p>15 MR. CURCHACK: I would like to</p> <p>16 mark Exhibit 33, another email thread.</p> <p>17 It is between you and Brian. It bears</p> <p>18 production number 0011581.</p> <p>19 (So marked for identification as</p> <p>20 Fuchs Exhibit 33.)</p> <p>21 Q. Now, if you look at the third</p> <p>22 page of this exhibit, you will see where</p> <p>23 it says how much was raised.</p> <p>24 A. Yes.</p> <p>25 Q. It says 9,700,000. Do you see</p>	<p style="text-align: right;">Page 309</p> <p>1 H. Fuchs</p> <p>2 referring to?</p> <p>3 A. To my recollection, when Brian</p> <p>4 asked for these loans, some people, rather</p> <p>5 than giving him a loan, actually made a</p> <p>6 donation.</p> <p>7 Q. Okay.</p> <p>8 A. So that would be the donations</p> <p>9 as a result of the letter asking for the</p> <p>10 loan.</p> <p>11 Q. Go to the first email and read</p> <p>12 that into the record, please.</p> <p>13 A. On the top?</p> <p>14 Q. Yes?</p> <p>15 A. "Also, these numbers include</p> <p>16 your 250K loan which is not on the books."</p> <p>17 Q. Can you tell us what that means?</p> <p>18 A. Brian had requested -- Brian was</p> <p>19 considering a loan from funds he had not</p> <p>20 received yet, but he was going to deduct</p> <p>21 it from the salary he didn't receive.</p> <p>22 And I told him that I couldn't</p> <p>23 book that information because there was no</p> <p>24 money. He either gave the money or he</p> <p>25 didn't give the money. I wasn't going to</p>
<p style="text-align: right;">Page 308</p> <p>1 H. Fuchs</p> <p>2 that? And it says, "Total raised from</p> <p>3 foundations 9,450,000. Total raised from</p> <p>4 individuals 250."</p> <p>5 What is that distinction based</p> <p>6 on?</p> <p>7 A. That's based on the monies</p> <p>8 received were 9.4 million from family</p> <p>9 foundations or people's foundations. And</p> <p>10 individuals had lent us the 250,000.</p> <p>11 Q. Who were those individuals?</p> <p>12 A. Offhand, [REDACTED]</p> <p>13 [REDACTED]. I don't remember. That might</p> <p>14 have been the two people. Maybe there is</p> <p>15 more. I know [REDACTED]</p> <p>16 were individuals. I think the rest were</p> <p>17 the foundations, but that's just my</p> <p>18 recollection.</p> <p>19 Q. If you look at the second email</p> <p>20 in the thread, it says -- this is from you</p> <p>21 to Brian. "My numbers are purely the</p> <p>22 loans we received. Karen's numbers</p> <p>23 include the donations as a result of the</p> <p>24 ask letter and a few others."</p> <p>25 Do you know what that is</p>	<p style="text-align: right;">Page 310</p> <p>1 H. Fuchs</p> <p>2 deduct it and book it as a loan.</p> <p>3 Anyway, that's the gist of that.</p> <p>4 Q. Do you know whether Brian</p> <p>5 Mullaney ever told anyone that he had made</p> <p>6 a loan?</p> <p>7 A. You'd have to ask Brian.</p> <p>8 Q. The next Exhibit, 34, email</p> <p>9 dated March 9, 2015 -- an email thread,</p> <p>10 the most recent being dated March 9, 2015,</p> <p>11 between Hana and Brian bearing production</p> <p>12 number 0011330.</p> <p>13 (So marked for identification as</p> <p>14 Fuchs Exhibit 34.)</p> <p>15 Q. Do you recall this email thread?</p> <p>16 A. This is familiar.</p> <p>17 Q. Okay. If you go to the second</p> <p>18 page, there is an email to you from Lisa</p> <p>19 Parnagian, P-A-R-N-A-G-I-A-N. Do you see</p> <p>20 that?</p> <p>21 A. Yes, I see.</p> <p>22 Q. Do you know who that person is?</p> <p>23 A. May I read the email first?</p> <p>24 Q. Sure.</p> <p>25 A. It may refresh my memory.</p>

<p style="text-align: right;">Page 311</p> <p>1 H. Fuchs</p> <p>2 (Pause.)</p> <p>3 Oh, I see. To my recollection,</p> <p>4 she was a mortgage broker, I think, that</p> <p>5 had asked for some salary on Brian, salary</p> <p>6 information.</p> <p>7 Q. So this email is you discussing</p> <p>8 the information you would be giving to the</p> <p>9 Bank of New York Mellon in connection with</p> <p>10 a mortgage application by Brian?</p> <p>11 A. I think it was. I don't know if</p> <p>12 it was exact mortgage application or</p> <p>13 another form of funds that he was</p> <p>14 requesting, but...</p> <p>15 Q. But you were aware that this was</p> <p>16 provided information that would be going</p> <p>17 to a bank in connection with an</p> <p>18 application for some sort of loan or</p> <p>19 credit?</p> <p>20 A. Yes.</p> <p>21 MR. LILIEN: Can I ask you just</p> <p>22 a couple questions on the same</p> <p>23 document?</p> <p>24 MS. FUCHS: Sure.</p> <p>25 MR. LILIEN: It is an email from</p>	<p style="text-align: right;">Page 313</p> <p>1 H. Fuchs</p> <p>2 usually record it first on my list of</p> <p>3 Brian's salary that I keep. And when</p> <p>4 he decided to take the salary, then I</p> <p>5 would record it on the books and</p> <p>6 records.</p> <p>7 MR. LILIEN: I am not following.</p> <p>8 MR. CURCHACK: Let me get there.</p> <p>9 Q. Let's talk about Mr. Mullaney's</p> <p>10 compensation. How often does WonderWork</p> <p>11 make payroll?</p> <p>12 A. Once a month.</p> <p>13 Q. Has it always been once a month</p> <p>14 since you have been there?</p> <p>15 A. That's correct.</p> <p>16 Q. And who processes the payroll?</p> <p>17 A. ADP.</p> <p>18 Q. Is compensation ever paid by any</p> <p>19 means other than ADP?</p> <p>20 A. Well, ADP processes the payroll.</p> <p>21 Occasionally, when there was a bonus</p> <p>22 awarded to the staff, the funds would come</p> <p>23 from funds that were owed to Brian, but it</p> <p>24 would still be processed through ADP.</p> <p>25 Q. How did Brian provide those</p>
<p style="text-align: right;">Page 312</p> <p>1 H. Fuchs</p> <p>2 you to Brian. It says, "Hi, Brian."</p> <p>3 This is the second email above the one</p> <p>4 we just read. "Hi, Brian. I will</p> <p>5 respond that your base pay is \$475,000</p> <p>6 per year for the past year. At the</p> <p>7 end of our fiscal year, June 30th, our</p> <p>8 board has voted a bonus of \$250,000."</p> <p>9 MS. FUCHS: That's correct.</p> <p>10 MR. LILIEN: There was a formal</p> <p>11 board action to award him the</p> <p>12 \$250,000?</p> <p>13 MS. FUCHS: It was awarded at</p> <p>14 the board meeting, and I would</p> <p>15 subsequently get an email from the</p> <p>16 board regarding that.</p> <p>17 MR. LILIEN: Who on the board</p> <p>18 would you get that email from?</p> <p>19 MS. FUCHS: J.J. Coneys.</p> <p>20 MR. LILIEN: Once you learned</p> <p>21 that, that the board had awarded a</p> <p>22 \$250,000 bonus, how would you record</p> <p>23 that bonus payment on the books and</p> <p>24 records?</p> <p>25 MS. FUCHS: Well, I would</p>	<p style="text-align: right;">Page 314</p> <p>1 H. Fuchs</p> <p>2 funds?</p> <p>3 A. Brian would provide them through</p> <p>4 monies that were owed to him that he</p> <p>5 hadn't received yet.</p> <p>6 Q. If they were owed to him, why</p> <p>7 hadn't he received them?</p> <p>8 A. Well, you'd have to ask Brian.</p> <p>9 Q. Is there any formal deferred</p> <p>10 compensation policy?</p> <p>11 A. No, there is not.</p> <p>12 Q. Is deferred compensation shown</p> <p>13 on an employee's W-2 form?</p> <p>14 A. Well, currently there is no</p> <p>15 deferred as such, so no.</p> <p>16 Q. Is deferred compensation shown</p> <p>17 as a compensation expense in the books and</p> <p>18 records of WonderWork?</p> <p>19 A. The only person who has</p> <p>20 requested not to get paid was Brian, so</p> <p>21 it's not on the books and records.</p> <p>22 Q. So there is no liability entry</p> <p>23 for --</p> <p>24 A. No, not at the moment. Well, at</p> <p>25 the moment there is for the bankruptcy.</p>

<p style="text-align: right;">Page 315</p> <p>1 H. Fuchs</p> <p>2 There is an amount that is recorded on the</p> <p>3 books and records for what is owed to</p> <p>4 Brian.</p> <p>5 Q. What is the basis of that</p> <p>6 number?</p> <p>7 A. The number was based on the</p> <p>8 total compensation that Brian decided not</p> <p>9 to accept at the time it was due and the</p> <p>10 deduction of certain expenses that he felt</p> <p>11 he would deduct from the compensation that</p> <p>12 was due him. So, it's the difference of</p> <p>13 that in total.</p> <p>14 Q. Does Mr. Mullaney have an</p> <p>15 employment agreement?</p> <p>16 A. Yes, he does.</p> <p>17 Q. Do you know when it was</p> <p>18 executed?</p> <p>19 A. I don't know the exact date.</p> <p>20 Q. Was it executed at the beginning</p> <p>21 of his employment with WonderWork?</p> <p>22 A. Not at the beginning, no.</p> <p>23 Q. Was it executed prior to</p> <p>24 January 1st of 2015?</p> <p>25 A. Prior to? Yes.</p>	<p style="text-align: right;">Page 317</p> <p>1 H. Fuchs</p> <p>2 A. "As of January 1, 2016,</p> <p>3 WonderWork hereby employs Mullaney for a</p> <p>4 period of five years through December 31,</p> <p>5 2021, and Mullaney hereby accepts</p> <p>6 employment with WonderWork, Inc. upon the</p> <p>7 terms and conditions of this agreement."</p> <p>8 Q. So, to your knowledge, prior to</p> <p>9 January 1, 2016, did Mr. Mullaney have a</p> <p>10 written employment agreement?</p> <p>11 A. He did not, then, have a written</p> <p>12 employment agreement that I know of.</p> <p>13 MR. CURCHACK: I would like to</p> <p>14 mark as the next exhibit, 36, an email</p> <p>15 thread. The top one is from Brian</p> <p>16 Mullaney to Hana Fuchs dated August 2,</p> <p>17 2016. It bears production number</p> <p>18 38117.</p> <p>19 (So marked for identification as</p> <p>20 Fuchs Exhibit 36.)</p> <p>21 Q. I would like you to look at the</p> <p>22 first email and read the second paragraph,</p> <p>23 please, out loud.</p> <p>24 A. "I want to make a donation of my</p> <p>25 salary to WonderWork. Please send me</p>
<p style="text-align: right;">Page 316</p> <p>1 H. Fuchs</p> <p>2 Q. It was?</p> <p>3 A. I think so. I think so.</p> <p>4 Q. Do you know if there is more</p> <p>5 than one employment agreement that he has</p> <p>6 ever had?</p> <p>7 A. My understanding is there is</p> <p>8 one.</p> <p>9 Q. I would like the reporter to</p> <p>10 mark as Exhibit 35 a document entitled,</p> <p>11 "Employment Agreement" between WonderWork,</p> <p>12 Inc. and Brian Mullaney, production number</p> <p>13 WON 01237 through 01248.</p> <p>14 (So marked for identification as</p> <p>15 Fuchs Exhibit 35.)</p> <p>16 Q. Is this the employment agreement</p> <p>17 that you were referring to?</p> <p>18 A. Yes, this looks like it.</p> <p>19 Q. In the first paragraph, can you</p> <p>20 read into the record what it says?</p> <p>21 A. "This employment agreement is</p> <p>22 entered into by" --</p> <p>23 Q. Sorry. Paragraph number 1.</p> <p>24 A. "Employment"?</p> <p>25 Q. Yes?</p>	<p style="text-align: right;">Page 318</p> <p>1 H. Fuchs</p> <p>2 latest spreadsheet with my taking a large</p> <p>3 chunk and also being given a bonus --"</p> <p>4 excuse me.</p> <p>5 "Please send me latest</p> <p>6 spreadsheet with my taking a large chunk</p> <p>7 and also being given a bonus so I can</p> <p>8 decide how much."</p> <p>9 Q. Now, what spreadsheet is he</p> <p>10 referring to?</p> <p>11 A. I maintained a spreadsheet of</p> <p>12 Brian's salary that was owed to him from</p> <p>13 when he decided he wanted not to take all</p> <p>14 his salary until now. And alongside that</p> <p>15 was the amounts that he deducted from his</p> <p>16 salary based on the things that you have</p> <p>17 here on Number 34.</p> <p>18 Q. So, when he says "taking large</p> <p>19 chunk," what does that mean? What did</p> <p>20 that mean to you at the time?</p> <p>21 A. Well, Brian was owed some many</p> <p>22 months salary. My understanding was he</p> <p>23 wanted more than a month pay, so he wanted</p> <p>24 a chunk.</p> <p>25 Q. When he says, "I want to make a</p>

<p style="text-align: right;">Page 319</p> <p>1 H. Fuchs</p> <p>2 donation of my salary to WonderWork," that</p> <p>3 meant he wanted you to take some of the</p> <p>4 funds that he had not yet taken and</p> <p>5 contribute them to WonderWork? Is that</p> <p>6 correct?</p> <p>7 A. My understanding of what was</p> <p>8 meant by the donation was he was going to</p> <p>9 take part of his salary and deduct some of</p> <p>10 these expenses that he felt the company</p> <p>11 would have paid for however he wanted to</p> <p>12 take them out of his salary. Not a</p> <p>13 donation.</p> <p>14 MR. LILIEN: When you say</p> <p>15 salary, are you referring to his base</p> <p>16 salary of 475, or the bonus that the</p> <p>17 board had awarded to him?</p> <p>18 MS. FUCHS: Both. It was a line</p> <p>19 item on my spreadsheet when he got the</p> <p>20 bonus.</p> <p>21 MR. LILIEN: Had he ever</p> <p>22 received in a year less than \$475,000?</p> <p>23 MS. FUCHS: His initial salary</p> <p>24 was not 475. So in the beginning,</p> <p>25 yes.</p>	<p style="text-align: right;">Page 321</p> <p>1 H. Fuchs</p> <p>2 (So marked for identification as</p> <p>3 Fuchs Exhibit 37.)</p> <p>4 MR. CURCHACK: Then I would like</p> <p>5 to mark as next exhibit a single page</p> <p>6 with production number WON 07289.</p> <p>7 MR. TRIVIGNO: Off the record.</p> <p>8 (Discussion held off the</p> <p>9 record.)</p> <p>10 (So marked for identification as</p> <p>11 Fuchs Exhibit 38.)</p> <p>12 BY MR. CURCHACK:</p> <p>13 Q. Looking at these two at the</p> <p>14 moment separately marked exhibits, do they</p> <p>15 actually connect to each other?</p> <p>16 I will ask a different question.</p> <p>17 Do you recognize either or both of these?</p> <p>18 A. I recognize both of them.</p> <p>19 Q. Could you tell us what they are?</p> <p>20 A. So, 37 would be what I was</p> <p>21 trying to explain before is my ledger on</p> <p>22 how I maintain Brian's salary, what he got</p> <p>23 paid and what remained unpaid from the</p> <p>24 beginning of time -- well, the beginning</p> <p>25 of WonderWork.</p>
<p style="text-align: right;">Page 320</p> <p>1 H. Fuchs</p> <p>2 MR. LILIEN: After it was raised</p> <p>3 to 475.</p> <p>4 MS. FUCHS: After it was raised?</p> <p>5 I don't think so.</p> <p>6 MR. LILIEN: When you say he</p> <p>7 deducted expenses from his salary,</p> <p>8 again, are you referring to the 475</p> <p>9 base salary or the additional amount,</p> <p>10 the bonus amount that he was awarded</p> <p>11 from which he was deducting his</p> <p>12 expenses?</p> <p>13 MS. FUCHS: Well, to me it was a</p> <p>14 combination because I kept them in a</p> <p>15 running total. So I would give him</p> <p>16 whatever was remaining from the last</p> <p>17 place first and continue to run the</p> <p>18 totals.</p> <p>19 MR. CURCHACK: Can we please</p> <p>20 mark as Exhibit, whatever the next</p> <p>21 number is, 37, a three-page</p> <p>22 spreadsheet -- sorry. It is a -- a</p> <p>23 four-page spreadsheet. Sorry.</p> <p>24 Production numbers WON 07285 through</p> <p>25 7288.</p>	<p style="text-align: right;">Page 322</p> <p>1 H. Fuchs</p> <p>2 So, 37, you can see on the left</p> <p>3 side the months that he was supposed --</p> <p>4 the months where -- what his salary was</p> <p>5 and the payments he received.</p> <p>6 And then in the column -- the</p> <p>7 third column would be what was -- what he</p> <p>8 did not receive of what he should have</p> <p>9 received.</p> <p>10 Q. I want to be sure I understand.</p> <p>11 The first column is what he --</p> <p>12 A. What he received.</p> <p>13 Q. That's the column that has 475</p> <p>14 at the top?</p> <p>15 A. Correct.</p> <p>16 Q. The second column, which has no</p> <p>17 heading in the first line and the first</p> <p>18 number is 28,833?</p> <p>19 A. Correct.</p> <p>20 Q. What is that?</p> <p>21 A. So that would be the monies</p> <p>22 remaining from what he received. So, his</p> <p>23 monthly salary was, at that point, 39,583.</p> <p>24 However, in October 2012, he only wanted</p> <p>25 18,750. So, WonderWork owed him the</p>

<p style="text-align: right;">Page 323</p> <p>1 H. Fuchs</p> <p>2 difference between the 18 and the 39. So,</p> <p>3 that would be that 20,833.</p> <p>4 But there was also a deduction</p> <p>5 in that 20,000 of 3,500 that he made</p> <p>6 towards a camera.</p> <p>7 Q. So it was a deduction from the</p> <p>8 deferral, in other words?</p> <p>9 A. Deduction from the salary that</p> <p>10 he did not take in October of 2012.</p> <p>11 Q. Do you recall what was reported</p> <p>12 for Mr. Mullaney for calendar year 2012 on</p> <p>13 his Form W-2?</p> <p>14 A. 475,000.</p> <p>15 Q. Was Mr. Mullaney awarded a bonus</p> <p>16 for the fiscal year ending June 30, 2012.</p> <p>17 (Pause.)</p> <p>18 A. At the end -- if you look at</p> <p>19 7287, there is -- the fourth column says</p> <p>20 "Bonuses."</p> <p>21 Q. Yes.</p> <p>22 A. Those were the bonuses he was</p> <p>23 awarded.</p> <p>24 Q. So according to this, he did not</p> <p>25 get a bonus at the end of fiscal 2012?</p>	<p style="text-align: right;">Page 325</p> <p>1 H. Fuchs</p> <p>2 What am I looking at now?</p> <p>3 Q. Do you see where it says "Notes"</p> <p>4 in the middle of the page?</p> <p>5 A. Okay.</p> <p>6 Q. Go down a couple lines. It</p> <p>7 says, "7/1/2013." The next column says</p> <p>8 "Board Bonus." The next column says</p> <p>9 "\$250,000." Do you see that?</p> <p>10 A. Yes.</p> <p>11 Q. Is that the same 250 we are</p> <p>12 talking about?</p> <p>13 A. Correct.</p> <p>14 Q. Next to that, it says, "email</p> <p>15 TD." What does that mean?</p> <p>16 A. Ted Dysart. He was on the</p> <p>17 board. He is the one who e-mailed me</p> <p>18 regarding Brian's bonus.</p> <p>19 Q. In that column, where it says</p> <p>20 "email TD"?</p> <p>21 A. Yes.</p> <p>22 Q. Where it says "email BM," what</p> <p>23 does that mean?</p> <p>24 A. That means that on January 6,</p> <p>25 2014, Brian sent me an email to deduct</p>
<p style="text-align: right;">Page 324</p> <p>1 H. Fuchs</p> <p>2 A. That's correct.</p> <p>3 Q. But did, at the end of each of</p> <p>4 the subsequent fiscal years?</p> <p>5 A. Correct.</p> <p>6 Q. Now, if you go back to page</p> <p>7 7285, there is a line in the left column</p> <p>8 near the bottom of the page that says,</p> <p>9 "bonus 7/1/13," and there is \$250,000 in</p> <p>10 the second column. Is that correct?</p> <p>11 A. Where are you looking?</p> <p>12 Q. Second column, about ten lines</p> <p>13 up from the bottom of the page.</p> <p>14 A. I see.</p> <p>15 Q. What does that number in that</p> <p>16 column mean?</p> <p>17 A. That was the -- that was the</p> <p>18 bonus the board awarded him in the end of</p> <p>19 June, which I was told about July 1st.</p> <p>20 Q. And if you look over on the</p> <p>21 right-hand side of the page, there is an</p> <p>22 unheaded column about in the middle of the</p> <p>23 page that says "Board Bonus" in that</p> <p>24 column? Do you see that?</p> <p>25 A. I am having trouble with...</p>	<p style="text-align: right;">Page 326</p> <p>1 H. Fuchs</p> <p>2 \$22,000 from what was owed to him,</p> <p>3 personal -- just reimbursements, \$22,000.</p> <p>4 Q. Do you know -- so that -- based</p> <p>5 on this, you believe that would have been</p> <p>6 January 6th of 2014?</p> <p>7 A. That was the email date of the</p> <p>8 email.</p> <p>9 Q. So the reimbursement would have</p> <p>10 happened subsequent to that?</p> <p>11 A. No. He wanted me to deduct that</p> <p>12 from his -- from things that -- that the</p> <p>13 company -- some expenses the company had</p> <p>14 reimbursed him.</p> <p>15 Q. Well, had the company reimbursed</p> <p>16 him?</p> <p>17 A. The way Brian asked to deduct --</p> <p>18 take things out of his pay were round</p> <p>19 numbers, as you can see on Number 38.</p> <p>20 Sometimes they were specific and sometimes</p> <p>21 just "deduct X amount for this or Y amount</p> <p>22 for that."</p> <p>23 Q. Nothing specific for the 22,000?</p> <p>24 MR. TRIVIGNO: There are emails.</p> <p>25 MS. FUCHS: It could be on the</p>

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<p>1 H. Fuchs</p> <p>2 email from 1/6. You are right.</p> <p>3 Q. Let's look at Exhibit 38 for a</p> <p>4 moment.</p> <p>5 What does that represent?</p> <p>6 A. This is a running list of all of</p> <p>7 the requests to deduct monies from Brian's</p> <p>8 salary.</p> <p>9 MR. LILIEN: So when they were</p> <p>10 deducted from Brian's salary, did you</p> <p>11 record that as income to Brian.</p> <p>12 MS. FUCHS: No, I did not.</p> <p>13 MR. LILIEN: Can I ask you to</p> <p>14 turn back to page 7285.</p> <p>15 MS. FUCHS: Got it.</p> <p>16 MR. LILIEN: If you look down</p> <p>17 towards the bottom of the document,</p> <p>18 April 14th, there is a number next to</p> <p>19 it, \$189,583. There is a note next to</p> <p>20 it that says, "Includes \$150,000 bonus</p> <p>21 per 4/5/14 email."</p> <p>22 If you look down one line,</p> <p>23 May 14th, going straight across the</p> <p>24 page where it says "remaining bonus</p> <p>25 \$150,000 paid 4/15/14," does that mean</p>	<p>1 H. Fuchs</p> <p>2 about ten pages in to page number EX</p> <p>3 0181. This is a Form 990 attached to</p> <p>4 a CHAR500 --</p> <p>5 MR. TRIVIGNO: You are looking</p> <p>6 at 7. You said 0181?</p> <p>7 MR. LILIEN: Yes. Sorry.</p> <p>8 Exhibit 7.</p> <p>9 This is a CHAR500 form attaching</p> <p>10 the Form 990 signed by you as chief</p> <p>11 financial officer. I am on page 181.</p> <p>12 MS. FUCHS: Which page?</p> <p>13 MR. LILIEN: 0181, which is a</p> <p>14 list of compensation.</p> <p>15 MS. FUCHS: 0181. Okay.</p> <p>16 MR. LILIEN: Can you state how</p> <p>17 much money is reported here that was</p> <p>18 paid to Brian Mullaney during this</p> <p>19 fiscal year?</p> <p>20 MS. FUCHS: This is -- on this</p> <p>21 particular report, this is what's on</p> <p>22 the W-2, not on the fiscal year, which</p> <p>23 was different. So there is an</p> <p>24 overlap.</p> <p>25 MR. LILIEN: Turning back to the</p>
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<p>1 H. Fuchs</p> <p>2 Brian was paid \$150,000 bonus on</p> <p>3 April 15, 2014?</p> <p>4 MS. FUCHS: It means that part</p> <p>5 of his \$250,000 bonus, I think, from</p> <p>6 my understanding, was paid in the</p> <p>7 April 14th paycheck.</p> <p>8 MR. LILIEN: This is a document</p> <p>9 you maintained and prepared.</p> <p>10 MS. FUCHS: Correct.</p> <p>11 MR. LILIEN: A little bit down,</p> <p>12 a couple lines down, is an FY '14</p> <p>13 total line that says \$616,000. Does</p> <p>14 that mean the amounts that were, in</p> <p>15 fact, paid to Brian during that fiscal</p> <p>16 year?</p> <p>17 MS. FUCHS: Correct.</p> <p>18 MR. LILIEN: Can we turn to -- I</p> <p>19 don't know what exhibit this is, but</p> <p>20 the CHAR500 for the fiscal year ending</p> <p>21 June 30, 2014.</p> <p>22 Do you have the Exhibit Number</p> <p>23 for this?</p> <p>24 MS. SIMMONS: 6.</p> <p>25 MR. LILIEN: Exhibit 6. Turn</p>	<p>1 H. Fuchs</p> <p>2 spreadsheet we were just looking at,</p> <p>3 page 7285, where it talks about --</p> <p>4 where it states in fiscal '14 Brian</p> <p>5 Mullaney was paid \$616,000. Did Brian</p> <p>6 Mullaney receive a W-2 that indicated</p> <p>7 \$616,000?</p> <p>8 MS. FUCHS: No. He didn't</p> <p>9 receive a W-2 for 616 because the</p> <p>10 fiscal year laps over two calendar</p> <p>11 years.</p> <p>12 MR. LILIEN: So in other</p> <p>13 circumstances, when he received a</p> <p>14 bonus from which he was -- from which</p> <p>15 he used funds from the bonus to pay</p> <p>16 his expenses, during any year did he</p> <p>17 receive a W-2 that included the</p> <p>18 payment of expenses that were deducted</p> <p>19 from his bonus?</p> <p>20 MS. FUCHS: His payroll were</p> <p>21 just the numbers here that were given</p> <p>22 to him. And in total, a lot of the</p> <p>23 numbers -- the amounts were deducted.</p> <p>24 The W-2 didn't have that item, if that</p> <p>25 is what you are saying.</p>

<p style="text-align: right;">Page 331</p> <p>1 H. Fuchs</p> <p>2 I guess I am not clear.</p> <p>3 MR. LILIEN: What I am asking</p> <p>4 is, did his W-2's, which report</p> <p>5 income, at any point include amounts</p> <p>6 that were paid by WonderWork from his</p> <p>7 bonus account for expenses,</p> <p>8 reimbursement of expenses or payment</p> <p>9 of expenses?</p> <p>10 MS. FUCHS: W-2's? They did</p> <p>11 not. They were just salary numbers.</p> <p>12 MR. POLKOWITZ: I have a</p> <p>13 question. On the 990, where his</p> <p>14 compensation is provided on Part 4 --</p> <p>15 sorry. Part 7.</p> <p>16 MS. FUCHS: Which page?</p> <p>17 MR. TRIVIGNO: The same page,</p> <p>18 181.</p> <p>19 MR. POLKOWITZ: Page 0181. The</p> <p>20 475. Is that for the fiscal year?</p> <p>21 MS. FUCHS: Calendar year.</p> <p>22 MR. POLKOWITZ: Based on his</p> <p>23 W-2?</p> <p>24 MS. FUCHS: Yes. It used to be,</p> <p>25 990 used to have fiscal year and</p>	<p style="text-align: right;">Page 333</p> <p>1 H. Fuchs</p> <p>2 calendar year 2014, not fiscal year</p> <p>3 but calendar year 2014.</p> <p>4 MS. FUCHS: Okay. I got it.</p> <p>5 MR. LILIEN: I just want to walk</p> <p>6 through with you so we understand</p> <p>7 these numbers here.</p> <p>8 In January 2014, was that -- the</p> <p>9 first number is \$114,170?</p> <p>10 MS. FUCHS: That's correct.</p> <p>11 MR. LILIEN: What did that</p> <p>12 \$114,000 number represent and why did</p> <p>13 he receive it in that amount?</p> <p>14 MS. FUCHS: It appears that the</p> <p>15 114,000, what was remaining --</p> <p>16 remaining from past deductions of</p> <p>17 expenses, and it was remaining salary</p> <p>18 that was due. Salary/bonus money that</p> <p>19 was due to him.</p> <p>20 MR. LILIEN: So the 114,000</p> <p>21 would have been out of his bonus that</p> <p>22 was not used for expenses in the prior</p> <p>23 year?</p> <p>24 MS. FUCHS: Correct.</p> <p>25 MR. LILIEN: Then on January '14</p>
<p style="text-align: right;">Page 332</p> <p>1 H. Fuchs</p> <p>2 calendar year, but I think they</p> <p>3 changed it, to my recollection.</p> <p>4 MR. CURCHACK: Do you recall</p> <p>5 when they changed it.</p> <p>6 MS. FUCHS: Let me just look</p> <p>7 through this a minute.</p> <p>8 There was always one section in</p> <p>9 the 990 that you had the W-2</p> <p>10 information. And then there used to</p> <p>11 be -- I am not sure when it was</p> <p>12 changed, the fiscal year in the 990 as</p> <p>13 well. I am not sure if it was changed</p> <p>14 pre-WonderWork or post-WonderWork</p> <p>15 but...</p> <p>16 MR. LILIEN: Was it</p> <p>17 Mr. Mullaney's desire to maintain his</p> <p>18 reportable compensation at \$475,000</p> <p>19 each year?</p> <p>20 MS. FUCHS: You'd have to ask</p> <p>21 him that, please. I would always</p> <p>22 follow what he asked me at that point</p> <p>23 as what he wanted. But...</p> <p>24 MR. LILIEN: Again, going back</p> <p>25 to the spreadsheet, on 7285, for</p>	<p style="text-align: right;">Page 334</p> <p>1 H. Fuchs</p> <p>2 is an additional amount of \$21,000.</p> <p>3 MS. FUCHS: Correct.</p> <p>4 MR. LILIEN: Do you have an</p> <p>5 understanding what that amount</p> <p>6 represents?</p> <p>7 MS. FUCHS: I think that was the</p> <p>8 difference -- I think there was a</p> <p>9 difference I had forgotten to include,</p> <p>10 which should have been 136,000 that he</p> <p>11 should have been paid, which would</p> <p>12 have been the break-even point, what</p> <p>13 we owed him and what he got paid. And</p> <p>14 I think I just missed it and so I gave</p> <p>15 him the additional -- he received the</p> <p>16 additional 21,000.</p> <p>17 So 291 plus the 114 adds up to</p> <p>18 the 136.</p> <p>19 MR. LILIEN: If you go down to</p> <p>20 June 2014, the amount associated with</p> <p>21 June 2014 is 30,583. Do you know why</p> <p>22 that number would be less than prior</p> <p>23 amounts?</p> <p>24 MS. FUCHS: Well, that was --</p> <p>25 there was remaining \$8,999, and he had</p>

<p style="text-align: right;">Page 335</p> <p>1 H. Fuchs</p> <p>2 requested to be paid. And that was</p> <p>3 the total. He had requested only</p> <p>4 30,000 in June 2014.</p> <p>5 MR. LILIEN: Why do you think he</p> <p>6 only requested 30,000 and kept \$9,000</p> <p>7 remaining?</p> <p>8 MS. FUCHS: You'd have to ask</p> <p>9 him that, unless there is an email</p> <p>10 telling me. I don't see a reference</p> <p>11 in here.</p> <p>12 MR. CURCHACK: Let's go through</p> <p>13 some of the emails that relate to some</p> <p>14 of this and maybe we can answer some</p> <p>15 of it.</p> <p>16 The first document is an email</p> <p>17 from Brian Mullaney to Hana Fuchs</p> <p>18 dated August 28, 2012, and it bears</p> <p>19 production number 07290.</p> <p>20 (So marked for identification as</p> <p>21 Fuchs Exhibit 39.)</p> <p>22 BY MR. CURCHACK:</p> <p>23 Q. Do you recall seeing this email?</p> <p>24 A. Yes.</p> <p>25 Q. Can you explain it to us,</p>	<p style="text-align: right;">Page 337</p> <p>1 H. Fuchs</p> <p>2 Q. 7286.</p> <p>3 A. Okay.</p> <p>4 Q. Do you see the middle column</p> <p>5 that says "Bonus" up at the top? On the</p> <p>6 top line in one of the columns --</p> <p>7 A. I got it. Okay. Thank you.</p> <p>8 Sorry.</p> <p>9 Q. If you go down that column to</p> <p>10 June.15, which I assume means June of</p> <p>11 2015 -- is that correct?</p> <p>12 A. June.15? 2015. Mm-hmm.</p> <p>13 Q. Do you recall the staff of</p> <p>14 WonderWork taking pay reductions around</p> <p>15 June of 2015?</p> <p>16 A. We took a pay reduction, I think</p> <p>17 it was June of 2015.</p> <p>18 Q. Did Mr. Mullaney take a pay</p> <p>19 reduction?</p> <p>20 A. No, he did not.</p> <p>21 Q. And so what is that note, "June</p> <p>22 board 2015 meeting reduction of 150K not</p> <p>23 included"? What does that mean?</p> <p>24 A. That that was not included in</p> <p>25 that \$167,000. Just maybe a note that I</p>
<p style="text-align: right;">Page 336</p> <p>1 H. Fuchs</p> <p>2 please?</p> <p>3 A. This email, Brian had asked me</p> <p>4 to deduct a \$3,500 camera that was</p> <p>5 purchased for the office but he wanted to</p> <p>6 pay for it from his salary that was owed</p> <p>7 to him. And he had requested just to get</p> <p>8 paid up to 475,000.</p> <p>9 Q. So when it says, "Hi, Hana. I</p> <p>10 do not want my pay to exceed the approved</p> <p>11 475 annual pay amount. Please stop paying</p> <p>12 me when I hit this number and accrue it."</p> <p>13 That is what you were referring</p> <p>14 to before when you said that he asked you</p> <p>15 to stop?</p> <p>16 A. That's correct.</p> <p>17 Q. I know we are going longer than</p> <p>18 we wanted. Do you want to take a break at</p> <p>19 all?</p> <p>20 (Recess.)</p> <p>21 Q. I would like you to look, if you</p> <p>22 would, at the second page of Exhibit 37</p> <p>23 and go to the column down the middle of</p> <p>24 the page that says "Bonus" up at the top?</p> <p>25 A. Which page? I am sorry?</p>	<p style="text-align: right;">Page 338</p> <p>1 H. Fuchs</p> <p>2 wrote.</p> <p>3 Q. If you look at the column which</p> <p>4 has the 167,000 in it, it seems to be like</p> <p>5 a running tally.</p> <p>6 A. Yes.</p> <p>7 Q. So, on June 15th, it adds</p> <p>8 39,583, which I assume means that he did</p> <p>9 not take his June salary. Is that</p> <p>10 correct?</p> <p>11 A. That's correct.</p> <p>12 Q. So at that point his tab, if you</p> <p>13 will, was \$167,000?</p> <p>14 A. That's correct.</p> <p>15 Q. So why -- did the board salary</p> <p>16 reductions include \$150,000 salary</p> <p>17 reduction for Mr. Mullaney?</p> <p>18 A. The board -- I am just trying to</p> <p>19 think back. The salary reductions, I</p> <p>20 don't recall if it included his or not.</p> <p>21 Q. But in fact, Mr. Mullaney took</p> <p>22 the same \$475,000 that year as he had</p> <p>23 taken every other year. Is that right?</p> <p>24 A. That's correct.</p> <p>25 Q. Now, at some point I think we</p>

<p style="text-align: right;">Page 339</p> <p>1 H. Fuchs</p> <p>2 said yesterday that Mr. Mullaney had told</p> <p>3 you to pay bonuses to the staff out of his</p> <p>4 pay?</p> <p>5 A. Out of his remaining pay.</p> <p>6 Correct.</p> <p>7 Q. If you go to, again on page</p> <p>8 7286, the line for March 2017, on the</p> <p>9 left, but all the way to the right where</p> <p>10 there is a deduction of \$36,925?</p> <p>11 A. For 12/31/15?</p> <p>12 Q. Yes. Staff bonus -- is that</p> <p>13 those bonuses we are talking about?</p> <p>14 A. That's correct.</p> <p>15 Q. So when Mr. Mullaney said that</p> <p>16 he was paying the staff bonuses out of his</p> <p>17 funds, in fact they were paid out of this</p> <p>18 account that you were maintaining on this</p> <p>19 separate ledger. Is that correct?</p> <p>20 A. The funds he had not received</p> <p>21 yet. That's correct.</p> <p>22 Q. So he had never actually</p> <p>23 received those funds?</p> <p>24 A. That's correct.</p> <p>25 Q. And he had never reported those</p>	<p style="text-align: right;">Page 341</p> <p>1 H. Fuchs</p> <p>2 Meaning were these bonus payments</p> <p>3 included in the employees' W-2's that</p> <p>4 received a bonus?</p> <p>5 MS. FUCHS: Yes, as a bonus</p> <p>6 category. They were included on the</p> <p>7 employees' W-2's.</p> <p>8 MR. CURCHACK: I would like to</p> <p>9 mark another email. This is --</p> <p>10 MR. LILIEN: Sorry, Walter,</p> <p>11 before you go into this. Were they</p> <p>12 recorded on the books and records as</p> <p>13 compensation to these individuals?</p> <p>14 MS. FUCHS: As a bonus. Yes.</p> <p>15 MR. LILIEN: So how was the</p> <p>16 payments that came from Mr. Mullaney's</p> <p>17 account recorded on the books and</p> <p>18 records, the money that was used to</p> <p>19 pay for this compensation expense?</p> <p>20 MS. FUCHS: I just deducted it</p> <p>21 on my spreadsheets from what he was</p> <p>22 owed but it wasn't -- it wasn't set up</p> <p>23 as an accrual on the books and records</p> <p>24 or as a liability for Mr. Mullaney.</p> <p>25 MR. LILIEN: Was it treated as a</p>
<p style="text-align: right;">Page 340</p> <p>1 H. Fuchs</p> <p>2 funds as income to himself?</p> <p>3 A. Well, he did not receive a W-2.</p> <p>4 I don't know what he does for his taxes.</p> <p>5 MR. LILIEN: Did you believe he</p> <p>6 had an entitlement to these funds?</p> <p>7 Were these his funds?</p> <p>8 MS. FUCHS: Yes. These were</p> <p>9 owed to him for salaries he didn't</p> <p>10 take at that point.</p> <p>11 Q. But they were not reflected on</p> <p>12 the books and records of WonderWork as a</p> <p>13 deferred compensation liability?</p> <p>14 A. Correct.</p> <p>15 MR. LILIEN: Is this the only</p> <p>16 instance in which Mr. Mullaney used</p> <p>17 funds out of this bonus account to pay</p> <p>18 bonuses for other staff members?</p> <p>19 MS. FUCHS: I will take a quick</p> <p>20 look through my list to see. I don't</p> <p>21 recall. But he did that again in</p> <p>22 December, 2016.</p> <p>23 MR. LILIEN: How were the bonus</p> <p>24 payments treated in respect of the</p> <p>25 recipient's income for that year?</p>	<p style="text-align: right;">Page 342</p> <p>1 H. Fuchs</p> <p>2 contribution from Mr. Mullaney to</p> <p>3 WonderWork?</p> <p>4 MS. FUCHS: No, it was not.</p> <p>5 MR. LILIEN: Would there not be</p> <p>6 an amount corresponding to the expense</p> <p>7 on the books and records?</p> <p>8 MS. FUCHS: A Mr. Mullaney</p> <p>9 expense?</p> <p>10 MR. LILIEN: There is a</p> <p>11 compensation expense that was paid to</p> <p>12 employees. Where did the money -- how</p> <p>13 was the corresponding source of that</p> <p>14 money accounted for in the books and</p> <p>15 records?</p> <p>16 MS. FUCHS: It was accounted --</p> <p>17 it was accounted from the WonderWork</p> <p>18 account.</p> <p>19 MR. LILIEN: Using what funds?</p> <p>20 MS. FUCHS: The WonderWork</p> <p>21 funds. Donation funds.</p> <p>22 MR. LILIEN: But those funds are</p> <p>23 not the same funds as Mr. Mullaney's</p> <p>24 funds.</p> <p>25 MS. FUCHS: Well, Mr. Mullaney's</p>

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<p>1 H. Fuchs</p> <p>2 funds were on the spreadsheet but they</p> <p>3 weren't on the books because he hadn't</p> <p>4 received them yet. So it just reduced</p> <p>5 what was owed to him and paid to the</p> <p>6 employees.</p> <p>7 BY MR. CURCHACK:</p> <p>8 Q. Do you recall any communications</p> <p>9 with the board of directors about</p> <p>10 maintaining an accrual with respect to</p> <p>11 Mr. Mullaney's supposedly deferred</p> <p>12 compensation?</p> <p>13 A. It was mentioned but I wasn't --</p> <p>14 I wasn't recording an accrual. They knew</p> <p>15 that, as did KPMG. When we would go over</p> <p>16 payroll, that was what I had to show the</p> <p>17 auditors.</p> <p>18 Q. So you believed the board of</p> <p>19 directors knew at some point in time that</p> <p>20 you were maintaining this separate</p> <p>21 account?</p> <p>22 A. Oh, yes.</p> <p>23 Q. At what point in time do you</p> <p>24 think they were aware of that?</p> <p>25 A. Oh, from the beginning.</p>	<p>1 H. Fuchs</p> <p>2 they provided Exhibit 37?</p> <p>3 MS. FUCHS: Well, this exhibit</p> <p>4 was put together to show the actual</p> <p>5 deductions from the running totals</p> <p>6 because it was really getting</p> <p>7 difficult.</p> <p>8 MR. CURCHACK: Which schedule?</p> <p>9 MS. FUCHS: 38 was put together</p> <p>10 afterwards. Well, it was alongside of</p> <p>11 it, but I wanted to keep it as its own</p> <p>12 so I knew exactly what was deducted.</p> <p>13 So they didn't see Number 38, per se,</p> <p>14 because that was fairly new. But they</p> <p>15 did see how the other payroll was done</p> <p>16 and what was owed to him.</p> <p>17 MR. LILIEN: Hana, just answer</p> <p>18 Gary's questions. Did the auditors,</p> <p>19 KPMG, ever receive the spreadsheet</p> <p>20 that is Exhibit 37?</p> <p>21 MR. TRIVIGNO: Or an earlier</p> <p>22 version?</p> <p>23 MR. LILIEN: Or an earlier</p> <p>24 version of this. Correct.</p> <p>25 MS. FUCHS: They might have or</p>
Page 344	Page 346
<p>1 H. Fuchs</p> <p>2 Q. That would apply to all of the</p> <p>3 directors?</p> <p>4 A. I don't know about all the</p> <p>5 directors. I know some of them.</p> <p>6 Q. Which ones?</p> <p>7 A. Particularly J.J. knew that.</p> <p>8 And I think, before that, Ted Dysart, but</p> <p>9 I am not quite sure.</p> <p>10 MR. POLKOWITZ: Did KPMG ever</p> <p>11 question the accounting for that</p> <p>12 bonus?</p> <p>13 MS. FUCHS: They understood what</p> <p>14 I was doing and they agreed with the</p> <p>15 treatment. They didn't say -- had</p> <p>16 they told me it was something</p> <p>17 incorrect, I would have changed it,</p> <p>18 but they didn't, so I didn't change</p> <p>19 it.</p> <p>20 MR. POLKOWITZ: Were they</p> <p>21 provided all the information?</p> <p>22 MS. FUCHS: Of course.</p> <p>23 MR. POLKOWITZ: Were they</p> <p>24 provided with this schedule,</p> <p>25 Exhibit 37 -- is that correct? Were</p>	<p>1 H. Fuchs</p> <p>2 might not. I am not exactly sure if I</p> <p>3 actually gave them a physical copy or</p> <p>4 if they looked at what I had, but they</p> <p>5 definitely knew about it.</p> <p>6 MR. LILIEN: When you say looked</p> <p>7 at what you had, what do you mean?</p> <p>8 MS. FUCHS: Looked on the</p> <p>9 computer.</p> <p>10 MR. LILIEN: Did any board</p> <p>11 member receive this version or any</p> <p>12 prior version of this spreadsheet?</p> <p>13 MS. FUCHS: I don't remember</p> <p>14 sending that to any of the board</p> <p>15 members.</p> <p>16 BY MR. CURCHACK:</p> <p>17 Q. You mentioned that Exhibit 38</p> <p>18 was prepared later in time. Do you recall</p> <p>19 when it was created?</p> <p>20 A. It was prepared probably around</p> <p>21 the bankruptcy time, when I needed to have</p> <p>22 something a little more understandable to</p> <p>23 people other than myself.</p> <p>24 Q. There is a reference on the</p> <p>25 amended schedules that WonderWork filed in</p>

<p style="text-align: right;">Page 347</p> <p>1 H. Fuchs</p> <p>2 its Chapter 11 proceeding, which I believe</p> <p>3 shows an amount due to Mr. Mullaney. Is</p> <p>4 that correct?</p> <p>5 A. For his salary or for --</p> <p>6 Q. I don't know for what. I am</p> <p>7 asking --</p> <p>8 A. There is an amended amount on</p> <p>9 the document regarding a reimbursed</p> <p>10 expense that he paid to American Express</p> <p>11 as well as his salary.</p> <p>12 Q. Did --</p> <p>13 A. So there is two items.</p> <p>14 Q. Well, to be specific, did</p> <p>15 WonderWork list on its schedules as</p> <p>16 liability amounts owing to Mr. Mullaney?</p> <p>17 A. Yes. It is on that.</p> <p>18 Q. What were those amounts?</p> <p>19 A. The amount on the -- one amount</p> <p>20 on that schedule would be the compensation</p> <p>21 that is owed to him --</p> <p>22 Q. Let me stop you for a second</p> <p>23 there. When you say "the compensation</p> <p>24 that is owed to him," are you referring to</p> <p>25 his \$475,000 a year salary, or are you</p>	<p style="text-align: right;">Page 349</p> <p>1 H. Fuchs</p> <p>2 Q. I don't mean to interrupt, but</p> <p>3 by "remaining of his pay," you mean of the</p> <p>4 \$475,000?</p> <p>5 A. What was being totalled up from</p> <p>6 all of what was outstanding.</p> <p>7 Q. When he says my pay, extra pay</p> <p>8 from 2013, would that have included</p> <p>9 anything other than the salary component?</p> <p>10 A. It may have included his bonus,</p> <p>11 but I would have to go back to my</p> <p>12 spreadsheet.</p> <p>13 Q. Read the next sentence and see</p> <p>14 if that refreshes your recollection.</p> <p>15 A. "This..."</p> <p>16 Q. "This, of course, does not</p> <p>17 include the \$250,000 bonus which I loaned</p> <p>18 to WonderWork as part of our impact loan."</p> <p>19 A. That never happened, and I told</p> <p>20 him that.</p> <p>21 Q. Turn to page 7291. Email at the</p> <p>22 top says, "If it is okay with you, I would</p> <p>23 like to deduct the 22,000 from my impact</p> <p>24 loan, thus my loan is reduced to</p> <p>25 \$228,000."</p>
<p style="text-align: right;">Page 348</p> <p>1 H. Fuchs</p> <p>2 referring to the balance in the account</p> <p>3 that you were maintaining on this</p> <p>4 spreadsheet?</p> <p>5 A. It would be the balance of what</p> <p>6 was owed to him from the spreadsheet I was</p> <p>7 maintaining.</p> <p>8 Q. Thank you.</p> <p>9 MR. CURCHACK: I would like to</p> <p>10 now mark as Exhibit 40 a two-page</p> <p>11 email thread, production number 07291</p> <p>12 through 292.</p> <p>13 (So marked for identification as</p> <p>14 Fuchs Exhibit 40.)</p> <p>15 Q. Do you recall these emails?</p> <p>16 A. Yes.</p> <p>17 Q. If you look at page 7292, it</p> <p>18 says, "Can you please add any extra pay</p> <p>19 from 2013 that I did not take with my</p> <p>20 January pay?"</p> <p>21 What is that referring to?</p> <p>22 A. To the best of my knowledge,</p> <p>23 Brian had asked...</p> <p>24 He was looking to find out how</p> <p>25 much remaining of his pay, I think.</p>	<p style="text-align: right;">Page 350</p> <p>1 H. Fuchs</p> <p>2 A. That was not his impact loan.</p> <p>3 That was the bonus, and it was deducted</p> <p>4 from the bonus. There was no impact loan,</p> <p>5 and -- not in this email, but I told Brian</p> <p>6 that I can't book a loan for money I don't</p> <p>7 have.</p> <p>8 Q. If you look at Exhibit 37 --</p> <p>9 A. He just kept on calling it what</p> <p>10 he wanted.</p> <p>11 Q. If you look at Exhibit 37, next</p> <p>12 to the "Notes" column on page 7285, if you</p> <p>13 go down to January of 2014, is that the</p> <p>14 22,000 and \$250,000 we are talking about</p> <p>15 here?</p> <p>16 A. The 250,000 was the bonus. The</p> <p>17 22,000 was deducted. This was not a loan.</p> <p>18 MR. CURCHACK: I would like to</p> <p>19 mark now --</p> <p>20 A. Just to reiterate that, the line</p> <p>21 "deduct the 22,000 from my impact" was</p> <p>22 copied off of his email, so I had a</p> <p>23 reference. So I cut and pasted it.</p> <p>24 Q. Thank you for that</p> <p>25 clarification.</p>

35 (Pages 347 to 350)

<p style="text-align: right;">Page 351</p> <p>1 H. Fuchs</p> <p>2 Let's look at now an email</p> <p>3 thread dated April 5, 2014 bearing</p> <p>4 production number 07293.</p> <p>5 (So marked for identification as</p> <p>6 Fuchs Exhibit 41.)</p> <p>7 MR. LILIEN: Before we go to the</p> <p>8 next document, there are a number of</p> <p>9 references, including the document we</p> <p>10 just read, that refers to the Four</p> <p>11 Seasons.</p> <p>12 MS. FUCHS: Yes.</p> <p>13 MR. LILIEN: What is the Four</p> <p>14 Seasons?</p> <p>15 MS. FUCHS: The Four Seasons is</p> <p>16 a restaurant.</p> <p>17 MR. LILIEN: Not the hotel, the</p> <p>18 Four Seasons restaurant.</p> <p>19 MS. FUCHS: Restaurant, now</p> <p>20 closed.</p> <p>21 MR. LILIEN: What events took</p> <p>22 place at the Four Seasons restaurant?</p> <p>23 MS. FUCHS: There were several</p> <p>24 donor dinners there, as well as donor</p> <p>25 meetings and -- with Brian and</p>	<p style="text-align: right;">Page 353</p> <p>1 H. Fuchs</p> <p>2 was at the time that he wanted to do this</p> <p>3 impact loan and was sending out</p> <p>4 information to the donors.</p> <p>5 Q. For the record, the last one we</p> <p>6 looked at was January 2014 and this one is</p> <p>7 April 2014.</p> <p>8 It also says in the email on the</p> <p>9 first page, 7293, "Can you please deduct</p> <p>10 \$30,000 as a contribution to defray</p> <p>11 50 percent of my weekly travel expenses?"</p> <p>12 First question: What were his</p> <p>13 weekly travel expenses?</p> <p>14 A. Brian takes a train to New York.</p> <p>15 Normally -- well, it was once a week. And</p> <p>16 stays in a hotel once a week. And based</p> <p>17 on the cost, he had asked to use \$30,000</p> <p>18 that was owed to him to deduct -- well, to</p> <p>19 use \$30,000 of what was owed to him to</p> <p>20 deduct it from his travel costs.</p> <p>21 Q. Those travel costs were his</p> <p>22 costs of commuting from Boston to New</p> <p>23 York?</p> <p>24 A. That's correct.</p> <p>25 Q. Do you know whether the board</p>
<p style="text-align: right;">Page 352</p> <p>1 H. Fuchs</p> <p>2 selected donors. And there was one</p> <p>3 big dinner held there for a thank you</p> <p>4 dinner to our new donors.</p> <p>5 MR. LILIEN: Who selected the</p> <p>6 venue?</p> <p>7 MS. FUCHS: The Four Seasons?</p> <p>8 MR. LILIEN: Yes.</p> <p>9 MS. FUCHS: That was selected by</p> <p>10 Brian.</p> <p>11 MR. LILIEN: Okay.</p> <p>12 BY MR. CURCHACK:</p> <p>13 Q. If you look at Exhibit 41, first</p> <p>14 go to the second page, Document 7294.</p> <p>15 There is an email from Brian that says, in</p> <p>16 the second line, "I want to forgive some</p> <p>17 of my impact loan. Take some and reduce</p> <p>18 the balances all around."</p> <p>19 So, is that referring to the</p> <p>20 impact loan that you just said never</p> <p>21 happened?</p> <p>22 A. Yes.</p> <p>23 Q. Okay.</p> <p>24 A. I don't know about the time</p> <p>25 frame of these emails, but I am sure it</p>	<p style="text-align: right;">Page 354</p> <p>1 H. Fuchs</p> <p>2 ever authorized WonderWork to pay him</p> <p>3 those expenses?</p> <p>4 A. Well, it was a reimbursed</p> <p>5 expense that the board knew about. I</p> <p>6 didn't have anything -- I don't recall</p> <p>7 having anything in writing regarding that,</p> <p>8 but...</p> <p>9 Q. Other than hearing it from</p> <p>10 Mr. Mullaney, did anyone ever discuss with</p> <p>11 you the reimbursement of his travel</p> <p>12 expenses for commuting?</p> <p>13 A. I don't recall anybody</p> <p>14 specifically talking to me about it. To</p> <p>15 my recollection, the board knew about it.</p> <p>16 They all -- the board knew about it</p> <p>17 from --</p> <p>18 Q. What do you --</p> <p>19 A. Well, it was recorded in our</p> <p>20 budget, for part of the travel budget, and</p> <p>21 they approved that.</p> <p>22 Q. The budget that the board saw --</p> <p>23 A. In June.</p> <p>24 Q. Which had a travel budget line</p> <p>25 on it?</p>

<p style="text-align: right;">Page 355</p> <p>1 H. Fuchs</p> <p>2 A. Correct.</p> <p>3 Q. You think the board saw a line</p> <p>4 with detail that would have shown Brian's</p> <p>5 commuting costs specifically on that?</p> <p>6 A. Well, that's how we calculated</p> <p>7 the budget.</p> <p>8 Q. Right. But on the presentation</p> <p>9 to the board is just a single line that</p> <p>10 says "Travel." Right?</p> <p>11 A. That's true. But I wasn't at</p> <p>12 the meeting. I am not sure how that line</p> <p>13 item was explained.</p> <p>14 Q. Now, it also in this email says,</p> <p>15 "Can you please deduct 30,000 as a</p> <p>16 contribution?"</p> <p>17 What does "as a contribution"</p> <p>18 mean?</p> <p>19 A. That is -- Brian liked to use</p> <p>20 that term for his -- for his deductions of</p> <p>21 this expenses. That is a Brian term.</p> <p>22 Q. Did that get reflected as a</p> <p>23 contribution in the books and records?</p> <p>24 A. No, it did not.</p> <p>25 MR. POLKOWITZ: His travel costs</p>	<p style="text-align: right;">Page 357</p> <p>1 H. Fuchs</p> <p>2 MR. POLKOWITZ: So these</p> <p>3 expenses were still carried on the</p> <p>4 books and records of WonderWork?</p> <p>5 MS. FUCHS: That's correct.</p> <p>6 MR. POLKOWITZ: Even though that</p> <p>7 he had provided a credit for those</p> <p>8 related to unpaid compensation.</p> <p>9 MS. FUCHS: But since there was</p> <p>10 no money exchanged, I didn't record</p> <p>11 it. I mean, if there was actually a</p> <p>12 money exchange, yes, but...</p> <p>13 MR. CURCHACK: I would like to</p> <p>14 mark as the next exhibit another email</p> <p>15 from Brian to you dated October 21,</p> <p>16 2014, bearing production number 7296.</p> <p>17 (So marked for identification as</p> <p>18 Fuchs Exhibit 42.)</p> <p>19 BY MR. CURCHACK:</p> <p>20 Q. Do you recall seeing this email?</p> <p>21 A. Yes, I recall this email.</p> <p>22 Q. Again, it says, "Please deduct</p> <p>23 50,000 from pay owed to me and make it a</p> <p>24 donation to WonderWork."</p> <p>25 Was that \$50,000 ever reflected</p>
<p style="text-align: right;">Page 356</p> <p>1 H. Fuchs</p> <p>2 for the Amtrak and the hotel, that was</p> <p>3 paid through the corporate Amex card?</p> <p>4 MS. FUCHS: Correct.</p> <p>5 MR. POLKOWITZ: And then that</p> <p>6 was recorded as an expense on the</p> <p>7 books and records of WonderWork?</p> <p>8 MS. FUCHS: That's correct.</p> <p>9 MR. POLKOWITZ: Then when he</p> <p>10 asked for 30,000 to be credited</p> <p>11 against these expenses, where was that</p> <p>12 recorded?</p> <p>13 MS. FUCHS: That was not</p> <p>14 recorded, except on my Excel</p> <p>15 spreadsheet.</p> <p>16 MR. POLKOWITZ: So the expenses</p> <p>17 of WonderWork were not reduced by the</p> <p>18 \$30,000 of reimbursement by Brian?</p> <p>19 MS. FUCHS: His salary expense</p> <p>20 on -- what was remaining owed to him</p> <p>21 was reduced.</p> <p>22 MR. CURCHACK: But what was owed</p> <p>23 to him was not on the books and</p> <p>24 records of WonderWork.</p> <p>25 MS. FUCHS: Correct.</p>	<p style="text-align: right;">Page 358</p> <p>1 H. Fuchs</p> <p>2 on the books and records of WonderWork as</p> <p>3 a donation?</p> <p>4 A. No, it was not.</p> <p>5 Q. But the email also asks for</p> <p>6 certain amounts, 12,500, to go to Mark</p> <p>7 Atkinson's travel expenses for an Africa</p> <p>8 trip, and 12,500 for Mr. Mullaney's</p> <p>9 expenses for this Africa trip, which is</p> <p>10 25,000, I believe, a balance of 25,000.</p> <p>11 Then it says, "Please deduct</p> <p>12 whatever our Christmas party costs and, of</p> <p>13 course, all Photoshop lessons."</p> <p>14 What happened to the rest of</p> <p>15 that \$50,000?</p> <p>16 A. Well, the 50,000 was deducted on</p> <p>17 10/21.</p> <p>18 Q. And that is reflected --</p> <p>19 A. That reflected the 25,000. And</p> <p>20 then, the less was just miscellaneous,</p> <p>21 because he did say 50,000.</p> <p>22 Q. Right. So in other words, it</p> <p>23 was sort of a -- he just rounded the</p> <p>24 number and certain expenses were paid in</p> <p>25 the ordinary course because WonderWork, in</p>

<p style="text-align: right;">Page 359</p> <p>1 H. Fuchs</p> <p>2 fact, paid those travel expenses.</p> <p>3 Correct?</p> <p>4 A. Yes, that's correct.</p> <p>5 Q. To be clear, when Mr. Atkinson</p> <p>6 and Mr. Mullaney went to Africa around</p> <p>7 this time in 2014, WonderWork actually</p> <p>8 paid those expenses?</p> <p>9 A. That's correct.</p> <p>10 Q. And the cost of the Christmas</p> <p>11 party was paid by WonderWork?</p> <p>12 A. That's correct.</p> <p>13 MR. CURCHACK: I would like to</p> <p>14 mark as the next exhibit an email from</p> <p>15 Brian to you dated March 9, 2015,</p> <p>16 bearing production numbers 7300 and</p> <p>17 7301.</p> <p>18 (So marked for identification as</p> <p>19 Fuchs Exhibit 43.)</p> <p>20 Q. I would like to address your</p> <p>21 attention to the very bottom of page 7300,</p> <p>22 where -- I will read the sentence. It</p> <p>23 says, "Please make sure all Eve expenses</p> <p>24 related to this trip to India be deducted</p> <p>25 from my pay."</p>	<p style="text-align: right;">Page 361</p> <p>1 H. Fuchs</p> <p>2 Q. That is what this is referring</p> <p>3 to?</p> <p>4 A. Yes.</p> <p>5 MR. LILIEN: While we are on</p> <p>6 that page, before you move on, if you</p> <p>7 can just go up to February 15th, page</p> <p>8 7286 --</p> <p>9 MR. CURCHACK: We are back in</p> <p>10 Exhibit 37.</p> <p>11 MS. FUCHS: Oh, okay.</p> <p>12 MR. LILIEN: Exhibit 37. Sorry.</p> <p>13 Do you see February 15th, there is a</p> <p>14 line -- the amount next to</p> <p>15 February 15th, page 7286. The amount</p> <p>16 is \$39,000, so we are in the beginning</p> <p>17 of the calendar year.</p> <p>18 MS. FUCHS: I am sorry. The</p> <p>19 left side or the right side?</p> <p>20 MR. LILIEN: Left side,</p> <p>21 February 15th. It says \$39,583.</p> <p>22 MS. FUCHS: I see that.</p> <p>23 MR. LILIEN: Under that line, it</p> <p>24 says February 15th, no year,</p> <p>25 February 15th additional, and the</p>
<p style="text-align: right;">Page 360</p> <p>1 H. Fuchs</p> <p>2 Do you see that?</p> <p>3 A. Yes, I see that.</p> <p>4 Q. Can you tell us who Eve is?</p> <p>5 A. Eve was a writer and had gone to</p> <p>6 India.</p> <p>7 Q. Do you recall whether she was in</p> <p>8 fact being considered as a ghostwriter to</p> <p>9 work with him on a book?</p> <p>10 A. You'd really have to ask him</p> <p>11 about that. I was not -- I wasn't really</p> <p>12 familiar with it -- except for this email,</p> <p>13 I wasn't really familiar with the Eve</p> <p>14 situation.</p> <p>15 Q. If we go back to Exhibit 37 and</p> <p>16 look at the October 15th, on the</p> <p>17 right-hand side -- I am sorry. I am wrong</p> <p>18 on the date. It says April 20th. But</p> <p>19 there is a \$6,000 deduction per MB for</p> <p>20 writer.</p> <p>21 A. Per MB. That must be BM. I</p> <p>22 must have just transposed that.</p> <p>23 Q. Is that --</p> <p>24 A. 6,000 for the writer. That's</p> <p>25 correct.</p>	<p style="text-align: right;">Page 362</p> <p>1 H. Fuchs</p> <p>2 amount is \$385,000.</p> <p>3 MS. FUCHS: I see that.</p> <p>4 MR. LILIEN: Next to that</p> <p>5 amount, there is a few words. It</p> <p>6 says, "to bring calendar year to</p> <p>7 \$475,000."</p> <p>8 MS. FUCHS: Okay.</p> <p>9 MR. LILIEN: Is this another</p> <p>10 example where you were copying an</p> <p>11 email Brian had sent, or was this</p> <p>12 something that you had inserted?</p> <p>13 MS. FUCHS: Well, to the best of</p> <p>14 my knowledge, I may have inserted it</p> <p>15 based on an email I received. But I</p> <p>16 would have to find the email.</p> <p>17 MR. LILIEN: What do you think</p> <p>18 "to bring calendar year to 475" means?</p> <p>19 MS. FUCHS: Well, total pay for</p> <p>20 the calendar year Brian requested to</p> <p>21 be 475,000.</p> <p>22 MR. LILIEN: And for the</p> <p>23 remainder of the year, was he paid any</p> <p>24 additional amounts?</p> <p>25 MS. FUCHS: Based on this</p>

1 H. Fuchs

2 schedule, he was not.

3 MR. LILIEN: And looking at the
4 next column, there are -- there is an
5 amount beginning with \$46,092. Under
6 that -- that is February of '15.
7 Beginning March '15, through the end
8 of the year, there are equal amounts,
9 monthly amounts paid to him of
10 \$39,583?

11 MS. FUCHS: That was a column
12 that was not paid.

13 MR. LILIEN: This, again,
14 represents a column that --

15 MS. FUCHS: Should have been
16 paid, but didn't get the pay. The
17 zero was not paid.

18 MR. LILIEN: The reason it
19 wasn't paid is because Brian did not
20 want his compensation that year to
21 exceed \$475,000, his reportable
22 compensation to exceed 475.

23 MS. FUCHS: That's correct.

24 MR. CURCHACK: Just a couple
25 more questions on this line.

1 H. Fuchs

2 Can we mark 7302? Exhibit 44 is
3 an email from Brian Mullaney to Hana
4 Fuchs dated April 20, 2015.

5 (So marked for identification as
6 Fuchs Exhibit 44.)

7 BY MR. CURCHACK:

8 Q. It says, "Please let me know my
9 total Boston/New York travel expenses and
10 if I have exceeded the 30,000 I deducted."

11 Does this reflect that all
12 Mr. Mullaney's costs of commuting between
13 Boston and New York were being paid by
14 WonderWork at this time?

15 A. The expenses are being paid by
16 WonderWork. However, he had requested
17 \$30,000 to be deducted to cover these
18 expenses.

19 Q. Does WonderWork maintain life
20 insurance on any of its employees?

21 A. We have a small life insurance
22 policy for all of our employees. And then
23 we have a life insurance policy for Brian
24 Mullaney that is separate.

25 Q. Do you know how many policies

1 H. Fuchs

2 there are for Brian Mullaney?

3 A. Currently?

4 Q. Yes.

5 A. Currently, there are -- well,
6 three policies. Two of them are actually
7 the same policy. I don't know if you want
8 me to get into why there are two policies.

9 Q. No.

10 A. To cover the [REDACTED]

11 [REDACTED]. One is a personal policy.

12 Q. So the beneficiary of those
13 first two you mentioned is the [REDACTED]
14 [REDACTED]?

15 A. That's correct.

16 Q. And the beneficiary of the
17 second one is Mr. Mullaney's wife?

18 A. Correct.

19 Q. And WonderWork pays the premiums
20 for those policies?

21 A. That's correct.

22 Q. Do you know where DeLois
23 Greenwood lives?

24 A. Currently she is in Atlanta.

25 Q. Has she always been in Atlanta

1 H. Fuchs

2 since she's working at WonderWork?

3 A. That's correct.

4 Q. How often does she come to the
5 office?

6 A. She maintains a small apartment
7 on the east side so she is in the office
8 almost every day.

9 Q. Does WonderWork pay for the cost
10 for her to travel from Atlanta to New
11 York?

12 A. We pay for her commuting
13 generally once a month.

14 Q. What exactly do you pay for?

15 A. A plane ticket to and from.

16 Q. A once-a-month plane ticket?

17 A. Back and forth.

18 Q. Is there any documentation to
19 support that payment?

20 A. Well, in her original -- she was
21 originally a consultant, and I think it
22 was documented in that consulting
23 agreement. And as far as current
24 documentation, I don't have anything that
25 I can recall currently.

<p style="text-align: right;">Page 367</p> <p>1 H. Fuchs</p> <p>2 MR. LILIEN: How many plane</p> <p>3 trips are there in a month?</p> <p>4 MS. FUCHS: That DeLois</p> <p>5 Greenwood takes? Usually one.</p> <p>6 MR. LILIEN: One a month?</p> <p>7 MS. FUCHS: Yes. It depends.</p> <p>8 MR. LILIEN: Are there any other</p> <p>9 expenses other than the plane trips</p> <p>10 that WonderWork pays on her behalf?</p> <p>11 MS. FUCHS: Taxi to the airport</p> <p>12 and back.</p> <p>13 Q. Does WonderWork pay for her</p> <p>14 apartment you said she has in New York?</p> <p>15 A. No, we don't pay her apartment.</p> <p>16 Q. WonderWork does pay for the</p> <p>17 hotel rooms that Mr. Mullaney stays in?</p> <p>18 A. We pay that. He deducts that,</p> <p>19 but we pay that.</p> <p>20 MR. LILIEN: For DeLois, is the</p> <p>21 amount that you pay, that WonderWork</p> <p>22 pays for her air travel reported as a</p> <p>23 monetary benefit? Is the monetary</p> <p>24 value of that reported as income to</p> <p>25 DeLois?</p>	<p style="text-align: right;">Page 369</p> <p>1 H. Fuchs</p> <p>2 the years. Some of them I recognize, some</p> <p>3 I don't, so I would like to ask your</p> <p>4 recollection.</p> <p>5 A. Okay.</p> <p>6 Q. Rosanna Menza, M-E-N-Z-A?</p> <p>7 A. Rosanna Menza is the woman who,</p> <p>8 if I remember correctly, gives the</p> <p>9 Photoshop lessons.</p> <p>10 Q. And those were given to?</p> <p>11 A. Karen and Brian.</p> <p>12 Q. Are any of the photographs that</p> <p>13 appear in any of the WonderWork mailers</p> <p>14 actually Photoshopped?</p> <p>15 A. You would have to ask the</p> <p>16 Photoshop people. I don't know the answer</p> <p>17 to that.</p> <p>18 Q. I will spell this. Looks</p> <p>19 Vietnamese. Ha, H-A, Thuy-Ngoc, T-H-U-Y</p> <p>20 dash N-G-O-C?</p> <p>21 A. A 1099?</p> <p>22 Q. Yes.</p> <p>23 (Pause.)</p> <p>24 Q. Maria Ferrari?</p> <p>25 A. I think she is the Photoshop</p>
<p style="text-align: right;">Page 368</p> <p>1 H. Fuchs</p> <p>2 MS. FUCHS: No. It is similar</p> <p>3 to not reporting it for Brian.</p> <p>4 MR. LILIEN: Any reason why?</p> <p>5 MS. FUCHS: Well, the auditors</p> <p>6 have reviewed this and haven't told me</p> <p>7 that it needs to be reported since it</p> <p>8 is -- it was felt that it was a</p> <p>9 reimbursable expense.</p> <p>10 MR. CURCHACK: Len, do you know</p> <p>11 whether part of the production</p> <p>12 included Ms. Greenwood's consulting</p> <p>13 agreement?</p> <p>14 MR. TRIVIGNO: Do I know</p> <p>15 offhand? No. I would expect it would</p> <p>16 have. If it didn't, I can do that.</p> <p>17 MR. CURCHACK: We will check,</p> <p>18 but if you can check?</p> <p>19 MR. TRIVIGNO: No problem. I</p> <p>20 thought we did, but I may not have.</p> <p>21 If it is not, you can have it.</p> <p>22 BY MR. CURCHACK:</p> <p>23 Q. I would like to ask -- I will</p> <p>24 mention a few names. These are entities</p> <p>25 that received 1099's from WonderWork over</p>	<p style="text-align: right;">Page 370</p> <p>1 H. Fuchs</p> <p>2 lady. The other one, Menza, I am not</p> <p>3 sure. I think Maria is the Photoshop</p> <p>4 lady. I think the other woman did some</p> <p>5 artwork or something. I am sorry.</p> <p>6 Q. That is okay.</p> <p>7 A. The name Maria now...</p> <p>8 Q. So the record is clear, it is a</p> <p>9 2011 --</p> <p>10 A. That was some artwork she was</p> <p>11 doing for the brochure or something. It</p> <p>12 wasn't a lot of money, was it?</p> <p>13 Q. \$1,530.</p> <p>14 Mr. or Ms. Tunyak was \$793.</p> <p>15 A. A possible temp, but I am not</p> <p>16 sure. I'd have to -- I can't recall.</p> <p>17 Q. AJ2E Consulting? \$3,780. They</p> <p>18 are located in West Orange, New Jersey.</p> <p>19 A. In what year?</p> <p>20 Q. 2014.</p> <p>21 A. Let me write down and maybe it</p> <p>22 will --</p> <p>23 Q. Capital letters, A as in Andrew,</p> <p>24 J as in John, 2 --</p> <p>25 A. Oh, the number 2?</p>

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<p>1 H. Fuchs</p> <p>2 Q. Yes.</p> <p>3 A. That's familiar, but I am not</p> <p>4 exactly sure. I think it was some website</p> <p>5 consulting, but I am not sure.</p> <p>6 Q. Okay.</p> <p>7 A. Sorry. The number 2.</p> <p>8 Q. Elizabeth London, also in 2014?</p> <p>9 A. Do you recall how much that was?</p> <p>10 Q. I will tell you in a minute.</p> <p>11 1,875, on West End Avenue.</p> <p>12 A. I can't recall what she did.</p> <p>13 Q. Kerri, K-E-R-R-I, Ahern,</p> <p>14 A-H-E-R-N?</p> <p>15 A. Web consulting. I think that</p> <p>16 was web consulting.</p> <p>17 Q. Katy Westerlage,</p> <p>18 W-E-S-T-E-R-L-A-G-E?</p> <p>19 A. Intern. Summer intern.</p> <p>20 Q. Victor Sotelo, S-O-T-E-L-O?</p> <p>21 A. Temp. These are more current,</p> <p>22 right?</p> <p>23 Q. Yes.</p> <p>24 A. He was a temp.</p> <p>25 Q. Julio Tavarez, T-A-V-A-R-E-Z?</p>	<p>1 H. Fuchs</p> <p>2 MR. LILIEN: Yes.</p> <p>3 MS. FUCHS: No.</p> <p>4 MR. LILIEN: Have any employees</p> <p>5 been related to any vendor who has</p> <p>6 been retained by WonderWork?</p> <p>7 MS. FUCHS: One employee, Karen,</p> <p>8 her husband does some artwork. And</p> <p>9 every -- very few times we have paid</p> <p>10 him to help in the office hanging</p> <p>11 pictures or doing some pictures.</p> <p>12 Normally at a very reduced rate. But</p> <p>13 he is a photographer.</p> <p>14 MR. LILIEN: That is the only</p> <p>15 relationship between WonderWork and a</p> <p>16 relative of an employee?</p> <p>17 MS. FUCHS: I am thinking. Yes,</p> <p>18 that's it.</p> <p>19 Q. Koala Design? Is that the name</p> <p>20 of that company?</p> <p>21 A. Koala Design? No. His company</p> <p>22 is -- well, he has DiScalfani Photography,</p> <p>23 and then he has Bond Street, I think is</p> <p>24 his new company.</p> <p>25 Koala Design does artwork.</p>
Page 372	Page 374
<p>1 H. Fuchs</p> <p>2 A. Normally around -- if I remember</p> <p>3 correctly, normally around the holiday</p> <p>4 season, when we sent out more mail and we</p> <p>5 had mail coming in, we had a few temps</p> <p>6 helping us out.</p> <p>7 Q. Christine Sotelo, Christina</p> <p>8 Sotelo?</p> <p>9 A. Cousin of the other Sotelo, but</p> <p>10 she did temp work for us as well.</p> <p>11 Q. Was it a coincidence that two</p> <p>12 cousins were working for you?</p> <p>13 A. It was a different time. But</p> <p>14 the same person knew them both.</p> <p>15 Q. Who was that?</p> <p>16 A. Vera, one of our employees.</p> <p>17 Q. Madeline Kaliff, K-A-L-I-F-F?</p> <p>18 A. Summer intern.</p> <p>19 Q. Madison Seger, S-E-G-E-R?</p> <p>20 A. Summer intern.</p> <p>21 Q. Thank you.</p> <p>22 MR. LILIEN: Are any -- have any</p> <p>23 employees been related to each other</p> <p>24 in any way?</p> <p>25 MS. FUCHS: Employees?</p>	<p>1 H. Fuchs</p> <p>2 Q. Bond Street --</p> <p>3 A. Bond Street Photos. That's</p> <p>4 Karen's husband.</p> <p>5 Q. Karen Lazarus's husband?</p> <p>6 A. Yes.</p> <p>7 MR. LILIEN: What kind of</p> <p>8 artwork?</p> <p>9 MS. FUCHS: He is a</p> <p>10 photographer, and he -- depending on</p> <p>11 our old office space, he would</p> <p>12 reproduce some of the pictures that we</p> <p>13 have and hang them using his skills</p> <p>14 and his contacts to get us really</p> <p>15 reduced rates.</p> <p>16 Then he'd come in once in a</p> <p>17 while if there was something that</p> <p>18 needed to be done. We had a big map</p> <p>19 in our old office that he hung for us.</p> <p>20 MR. LILIEN: Did he ever work on</p> <p>21 campaign material?</p> <p>22 MS. FUCHS: To my knowledge, no.</p> <p>23 MR. LILIEN: Did he ever take</p> <p>24 photographs that were used in any</p> <p>25 material?</p>

<p style="text-align: right;">Page 375</p> <p>1 H. Fuchs</p> <p>2 MS. FUCHS: I can't recall. A</p> <p>3 possibility, but I don't think so.</p> <p>4 Q. When the Smile Train lawsuit was</p> <p>5 going on, if Brian -- the board of</p> <p>6 directors, I believe, passed a resolution</p> <p>7 that WonderWork would indemnify</p> <p>8 Mr. Mullaney up to \$150,000. Do you</p> <p>9 recall that?</p> <p>10 A. I don't. Maybe. I haven't read</p> <p>11 the -- I don't recall that.</p> <p>12 Q. Do you recall WonderWork paying</p> <p>13 the law firm of Jones Day \$245,000?</p> <p>14 A. I do -- well, it sounds</p> <p>15 familiar.</p> <p>16 Q. What was Jones Day retained to</p> <p>17 do?</p> <p>18 A. I am thinking it was to</p> <p>19 represent Brian at the hearing or</p> <p>20 whatever.</p> <p>21 Q. Do you know whether a claim was</p> <p>22 made under the directors and officers</p> <p>23 indemnity insurance policy with respect to</p> <p>24 those costs?</p> <p>25 A. Not to my knowledge.</p>	<p style="text-align: right;">Page 377</p> <p>1 H. Fuchs</p> <p>2 before they went out?</p> <p>3 A. I don't think -- I don't recall</p> <p>4 seeing them.</p> <p>5 MR. LILIEN: Were you involved</p> <p>6 at all in the process --</p> <p>7 MS. FUCHS: Of this letter?</p> <p>8 MR. LILIEN: The process of</p> <p>9 reaching out to donors or discussing</p> <p>10 the reaching out to donors in order</p> <p>11 for them to fill something out like</p> <p>12 this?</p> <p>13 MS. FUCHS: I was not involved</p> <p>14 in that process, no.</p> <p>15 MR. LILIEN: I think we are just</p> <p>16 about done. Gary?</p> <p>17 MR. POLKOWITZ: I have a couple</p> <p>18 of questions.</p> <p>19 DMP, the cager, provides daily</p> <p>20 packages to you and to the marketing</p> <p>21 group. Is that correct?</p> <p>22 MS. FUCHS: We don't get daily</p> <p>23 anymore, but they were providing us</p> <p>24 with daily packages.</p> <p>25 MR. POLKOWITZ: Those daily</p>
<p style="text-align: right;">Page 376</p> <p>1 H. Fuchs</p> <p>2 Q. In 2017, certain letters were</p> <p>3 sent out to donors. Do you recall that?</p> <p>4 MR. CURCHACK: Let's mark one as</p> <p>5 an exhibit as an example. This is the</p> <p>6 last exhibit.</p> <p>7 We are marking as the next</p> <p>8 Exhibit, 45, a letter dated April 7th</p> <p>9 to [REDACTED], production number</p> <p>10 70255.</p> <p>11 (So marked for identification as</p> <p>12 Fuchs Exhibit 45.)</p> <p>13 Q. Have you ever seen this letter</p> <p>14 or a similar form letter?</p> <p>15 A. I don't recall seeing this form</p> <p>16 of a letter.</p> <p>17 Q. Do you remember any discussions</p> <p>18 at WonderWork about writing a letter to</p> <p>19 existing donors asking them to check one</p> <p>20 of the boxes on a letter with respect to</p> <p>21 the treatment of their donation?</p> <p>22 A. I wasn't included in this</p> <p>23 letter, organization piece, whatever</p> <p>24 letter.</p> <p>25 Q. So you did not see these letters</p>	<p style="text-align: right;">Page 378</p> <p>1 H. Fuchs</p> <p>2 packages, or say weekly packages you</p> <p>3 receive from the cager, do you use</p> <p>4 those to record donations into the</p> <p>5 general ledger?</p> <p>6 MS. FUCHS: Prior to receiving</p> <p>7 the package, we also get -- I get an</p> <p>8 email with the same information, so it</p> <p>9 is kind of earlier than the package</p> <p>10 shows up. So, I record the donation</p> <p>11 based on the PDF sent of the package.</p> <p>12 MR. POLKOWITZ: The package you</p> <p>13 receive, is that the same package that</p> <p>14 Janet and Vera receive?</p> <p>15 MS. FUCHS: It's the package --</p> <p>16 unless they get something else. But</p> <p>17 it is just the one package that comes</p> <p>18 in.</p> <p>19 MR. POLKOWITZ: Is that the</p> <p>20 package that includes all donations</p> <p>21 over \$500 and any handwritten notes?</p> <p>22 MS. FUCHS: They would open the</p> <p>23 package and only give me the piece</p> <p>24 that contained the daily deposit logs</p> <p>25 and the backup. So I think that was</p>

<p style="text-align: right;">Page 379</p> <p>1 H. Fuchs</p> <p>2 in that package. I didn't look at</p> <p>3 that information.</p> <p>4 MR. POLKOWITZ: Do you know what</p> <p>5 Janet and Vera do with the support for</p> <p>6 the donations greater than 500 and the</p> <p>7 ones which have handwritten notes?</p> <p>8 MS. FUCHS: Exactly what they do?</p> <p>9 You'd have to ask them. But I know</p> <p>10 they retain them and perhaps answer</p> <p>11 whatever correspondence. But I am</p> <p>12 just saying that's what I think they'd</p> <p>13 be doing. But there may be something</p> <p>14 else that they are doing that I can't</p> <p>15 tell you.</p> <p>16 MR. POLKOWITZ: Do you know if</p> <p>17 they review them -- do you know if</p> <p>18 they review those packages to</p> <p>19 determine that the allocation of</p> <p>20 donation was made properly to either a</p> <p>21 d/b/a or to WonderWork?</p> <p>22 MS. FUCHS: They would review --</p> <p>23 well, the packages come in by</p> <p>24 WonderWork or d/b/a. So each one is</p> <p>25 separate. So, there would be no need</p>	<p style="text-align: right;">Page 381</p> <p>1 H. Fuchs</p> <p>2 But it would still -- the</p> <p>3 donation would still be in the</p> <p>4 WonderWork bank account because that</p> <p>5 is where DMP processed it. But I</p> <p>6 would change -- well, I wouldn't</p> <p>7 change, but rather than recording it</p> <p>8 to the income account, the revenue</p> <p>9 account for WonderWork, I would record</p> <p>10 it to the associated d/b/a account,</p> <p>11 the associated account for the cause.</p> <p>12 MR. POLKOWITZ: So you would</p> <p>13 adjust the general ledger for a</p> <p>14 reclassification?</p> <p>15 MS. FUCHS: No, I wouldn't have</p> <p>16 to adjust it because I would be making</p> <p>17 that entry directly. So it would</p> <p>18 be -- the bank account would be</p> <p>19 WonderWork, but rather than if the</p> <p>20 income account for WonderWork, it</p> <p>21 would be the income account for</p> <p>22 20/20/20 or Burn Rescue, which would</p> <p>23 then segregate those monies.</p> <p>24 MR. POLKOWITZ: Would you</p> <p>25 reconcile the general ledger to the</p>
<p style="text-align: right;">Page 380</p> <p>1 H. Fuchs</p> <p>2 for them to review that because it</p> <p>3 would be coming in on its own, in its</p> <p>4 own package.</p> <p>5 There would be batch donations</p> <p>6 that would say "WonderWork," a batch</p> <p>7 that would say "20/20/20," a batch or</p> <p>8 many batches that would say "Burn</p> <p>9 Rescue" and "First Step."</p> <p>10 MR. POLKOWITZ: So if a donation</p> <p>11 came in from WonderWork, and upon</p> <p>12 their review they made a change and</p> <p>13 reclassified it to blindness 20/20/20,</p> <p>14 would you be made aware of that?</p> <p>15 MS. FUCHS: I guess we need to</p> <p>16 back up because the WonderWork</p> <p>17 donations will usually come to the</p> <p>18 office during 2017. Very few</p> <p>19 WonderWork donations went to the</p> <p>20 caging company. So, in fact, if they</p> <p>21 did get a donation that said</p> <p>22 "WonderWork" on it to the caging</p> <p>23 company and it was supposed to be for</p> <p>24 one of the causes, they would normally</p> <p>25 tell me.</p>	<p style="text-align: right;">Page 382</p> <p>1 H. Fuchs</p> <p>2 DMI system?</p> <p>3 MS. FUCHS: Well, we reconcile</p> <p>4 it always at the end of the year. Now</p> <p>5 our process changed to do it more</p> <p>6 frequently, monthly, because now the</p> <p>7 donations to WonderWork were being</p> <p>8 processed over by DMP for FY '17.</p> <p>9 MR. POLKOWITZ: So if there was</p> <p>10 differences, would you record the</p> <p>11 difference or adjust the general</p> <p>12 ledger?</p> <p>13 MS. FUCHS: Well, the general</p> <p>14 ledger always balances to the bank</p> <p>15 statement. So if there was a</p> <p>16 difference, we'd have to figure out</p> <p>17 what donations in DMP were recorded</p> <p>18 incorrectly.</p> <p>19 MR. POLKOWITZ: So the general</p> <p>20 ledger records are based on the</p> <p>21 lockbox the money came in from?</p> <p>22 MS. FUCHS: Based on the</p> <p>23 processing of the checks through</p> <p>24 the -- yes, from the lockbox, and also</p> <p>25 what comes to the headquarters checks.</p>

<p style="text-align: right;">Page 383</p> <p>1 H. Fuchs</p> <p>2 MR. POLKOWITZ: So upon Janet</p> <p>3 and Vera's review, if there was a</p> <p>4 misposting of a check that was in</p> <p>5 WonderWork that should have been in</p> <p>6 blindness, do you make that adjustment</p> <p>7 to the general ledger?</p> <p>8 MS. FUCHS: If they tell me</p> <p>9 about it, yes.</p> <p>10 MR. POLKOWITZ: And if they tell</p> <p>11 you about it, how do they inform you?</p> <p>12 MS. FUCHS: Well, it depends.</p> <p>13 It may be an email, it may be verbal.</p> <p>14 We just sit across from each other.</p> <p>15 They could just say, "Oh, this</p> <p>16 donation came in," and then I would</p> <p>17 find what I recorded and then I'd make</p> <p>18 the adjustment.</p> <p>19 MR. POLKOWITZ: If you record</p> <p>20 the adjustment, how would it be</p> <p>21 recorded? Would there be a</p> <p>22 description?</p> <p>23 MS. FUCHS: Normally, in the</p> <p>24 description I would say what it was.</p> <p>25 MR. POLKOWITZ: Meaning a</p>	<p style="text-align: right;">Page 385</p> <p>1 H. Fuchs</p> <p>2 when testimony we were recording --</p> <p>3 trying to get a feel for what was</p> <p>4 restricted.</p> <p>5 So, we have done that already</p> <p>6 through March, and we'll do it again</p> <p>7 once things settle down a little.</p> <p>8 MR. CURCHACK: Was it done</p> <p>9 monthly between October and March or</p> <p>10 just done in October and then March?</p> <p>11 MS. FUCHS: No. We did it</p> <p>12 December for the bankruptcy. Then we</p> <p>13 did it again in March. We did it</p> <p>14 again in June, at the end of the</p> <p>15 fiscal year.</p> <p>16 Now, our new process was to do</p> <p>17 it monthly, but we really haven't</p> <p>18 gotten involved with it that much</p> <p>19 because we haven't been getting many</p> <p>20 donations, so it's easy from what we</p> <p>21 get to see where they belong.</p> <p>22 MR. POLKOWITZ: So for fiscal</p> <p>23 2016, how many times did you do the</p> <p>24 reconciliation?</p> <p>25 MS. FUCHS: Well, formally, we</p>
<p style="text-align: right;">Page 384</p> <p>1 H. Fuchs</p> <p>2 reclass from WonderWork to blindness?</p> <p>3 MS. FUCHS: I would just say --</p> <p>4 it depends. I would say "Donation</p> <p>5 from should have been in blindness."</p> <p>6 MR. POLKOWITZ: So the 4,000</p> <p>7 accounts in the general ledger should</p> <p>8 agree to the DMI system. Is that</p> <p>9 correct?</p> <p>10 MS. FUCHS: It should, yes.</p> <p>11 MR. POLKOWITZ: You said you</p> <p>12 used to do it annually. Now, how</p> <p>13 often do you do those reconciliations?</p> <p>14 MS. FUCHS: Our current process</p> <p>15 is to do it monthly.</p> <p>16 MR. POLKOWITZ: So the last</p> <p>17 month you did was?</p> <p>18 MS. FUCHS: Well, we do it</p> <p>19 now --</p> <p>20 MR. POLKOWITZ: June?</p> <p>21 MS. FUCHS: Well, we don't have</p> <p>22 any donations now, very few. But in</p> <p>23 June, it was reconciled. We then</p> <p>24 reconciled it again at the time of the</p> <p>25 bankruptcy and then again in March</p>	<p style="text-align: right;">Page 386</p> <p>1 H. Fuchs</p> <p>2 do it at the end of the year as a</p> <p>3 formal reconciliation for the</p> <p>4 auditors. But in between, normally</p> <p>5 around board time, to make sure that</p> <p>6 we are in agreement -- that I am in</p> <p>7 agreement with their numbers, whatever</p> <p>8 they are presenting to the board</p> <p>9 agrees with what I have.</p> <p>10 MR. CURCHACK: When you say</p> <p>11 "their"?</p> <p>12 MS. FUCHS: The marketing</p> <p>13 people. Because marketing will say</p> <p>14 donations for Burn Rescue were X</p> <p>15 amount. And then I will say we posted</p> <p>16 Y amount. What's the difference?</p> <p>17 Then we would go back and figure</p> <p>18 out.</p> <p>19 MR. CURCHACK: When you say</p> <p>20 "board time," you mean the October</p> <p>21 board meetings?</p> <p>22 MS. FUCHS: Each board meeting.</p> <p>23 October, February, June.</p> <p>24 MR. POLKOWITZ: Is it hard for</p> <p>25 you to provide us copies of those</p>

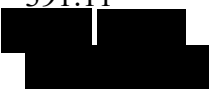
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<p>1 H. Fuchs</p> <p>2 reconciliations?</p> <p>3 MS. FUCHS: They are not formal</p> <p>4 reconciliations where there is a</p> <p>5 sign-off and here it is. It is done</p> <p>6 by, "Here are the numbers I have,</p> <p>7 these are the numbers you have," and</p> <p>8 then we talk to each other. I don't</p> <p>9 have a formal document.</p> <p>10 MR. POLKOWITZ: When you say</p> <p>11 you, you are referring to Janet and</p> <p>12 you --</p> <p>13 MS. FUCHS: For me, like what I</p> <p>14 would consider -- like a</p> <p>15 reconciliation I have for a bank</p> <p>16 account is a formal document that</p> <p>17 shows how it was reconciled based on</p> <p>18 the donations in the bank. I don't</p> <p>19 have anything similar to the DMI</p> <p>20 system.</p> <p>21 MR. POLKOWITZ: So you share</p> <p>22 your bank records and bank</p> <p>23 reconciliation with Janet and Vera?</p> <p>24 MS. FUCHS: I don't share them.</p> <p>25 I run a report for them, but not the</p>	<p>1 H. Fuchs</p> <p>2 MS. FUCHS: There is an audit</p> <p>3 log in the general ledger system that</p> <p>4 may record my adjustment, but I don't</p> <p>5 keep a separate record of what I</p> <p>6 adjust.</p> <p>7 MR. POLKOWITZ: So that audit</p> <p>8 log -- is that correct, audit log?</p> <p>9 MS. FUCHS: It is part of the</p> <p>10 QuickBooks.</p> <p>11 MR. POLKOWITZ: And that</p> <p>12 represents any adjustments that were</p> <p>13 proposed by the auditors?</p> <p>14 MS. FUCHS: It would represent</p> <p>15 testimony -- well, changes made to the</p> <p>16 system.</p> <p>17 MR. CURCHACK: By you?</p> <p>18 MS. FUCHS: By me.</p> <p>19 MR. CURCHACK: It is called the</p> <p>20 audit log, but it is not related to</p> <p>21 the auditors.</p> <p>22 MS. FUCHS: You are right.</p> <p>23 Sorry. It is not the auditor's log.</p> <p>24 It is a log named "audit log" in the</p> <p>25 QuickBooks system that you can look at</p>
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<p>1 H. Fuchs</p> <p>2 actual bank reconciliation.</p> <p>3 MR. POLKOWITZ: Then the three</p> <p>4 of you will talk and come to an</p> <p>5 agreement?</p> <p>6 MS. FUCHS: That's correct, yes.</p> <p>7 MR. POLKOWITZ: And then you</p> <p>8 will record a journal entry for any</p> <p>9 potential adjustments?</p> <p>10 MS. FUCHS: Well, normally the</p> <p>11 adjustments would be -- yes. If it</p> <p>12 was my side, yes. If their side,</p> <p>13 they'd have to fix their DMI system.</p> <p>14 MR. POLKOWITZ: How are they</p> <p>15 marked in the general ledger? How are</p> <p>16 they recorded in the general ledger?</p> <p>17 MS. FUCHS: Can I go back to the</p> <p>18 general ledger and find them?</p> <p>19 MR. POLKOWITZ: Yes.</p> <p>20 MS. FUCHS: No, I can't. It is</p> <p>21 just an adjustment that is made -- I</p> <p>22 would be able to go back maybe to the</p> <p>23 audit log to see what I adjusted.</p> <p>24 MR. POLKOWITZ: Repeat that</p> <p>25 again? The audit what?</p>	<p>1 H. Fuchs</p> <p>2 changes made for a certain period of</p> <p>3 time, I think. I don't really look at</p> <p>4 it much since I am the one making the</p> <p>5 changes.</p> <p>6 MR. CURCHACK: Your</p> <p>7 understanding is that the system has</p> <p>8 the ability to show you when a change</p> <p>9 was made?</p> <p>10 MS. FUCHS: It does, yes.</p> <p>11 MR. POLKOWITZ: Last question.</p> <p>12 Janet and Vera, do they make</p> <p>13 adjustments to the DMI system?</p> <p>14 MS. FUCHS: They have access to</p> <p>15 do that, yes.</p> <p>16 MR. POLKOWITZ: Has there been</p> <p>17 any times when the differences were</p> <p>18 larger than \$10,000?</p> <p>19 MS. FUCHS: Not to my</p> <p>20 recollection.</p> <p>21 MR. LILIEN: You mentioned three</p> <p>22 board meetings a year.</p> <p>23 MS. FUCHS: Yes.</p> <p>24 MR. LILIEN: Are there only</p> <p>25 three board meetings a year?</p>

<p style="text-align: right;">Page 391</p> <p>1 H. Fuchs</p> <p>2 MS. FUCHS: Three per the --</p> <p>3 yes. Three regular meetings. There</p> <p>4 may be special meetings.</p> <p>5 MR. LILIEN: In past years, this</p> <p>6 has been constant, three board</p> <p>7 meetings?</p> <p>8 MS. FUCHS: Three. October,</p> <p>9 February, June. Maybe one February</p> <p>10 got moved. October, February, June.</p> <p>11 MR. CURCHACK: Sorry to have</p> <p>12 gone so long. Thank you very much.</p> <p>13 MS. FUCHS: You are welcome.</p> <p>14 (Time noted: 3:27 p.m.)</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p> <p>25</p>	<p style="text-align: right;">Page 393</p> <p>1</p> <p>2</p> <p>3 CERTIFICATION</p> <p>4</p> <p>5 I, DEBRA STEVENS, a Notary Public for</p> <p>6 and within the State of New York, do</p> <p>7 hereby certify:</p> <p>8 That the witness whose testimony as</p> <p>9 herein set forth, was duly sworn by me;</p> <p>10 and that the within transcript is a true</p> <p>11 record of the testimony given by said</p> <p>12 witness.</p> <p>13 I further certify that I am not</p> <p>14 related to any of the parties to this</p> <p>15 action by blood or marriage, and that I am</p> <p>16 in no way interested in the outcome of</p> <p>17 this matter.</p> <p>18 IN WITNESS WHEREOF, I have hereunto</p> <p>19 set my hand this 25th day of August, 2017.</p> <p>20</p> <p>21</p> <p>22 DEBRA STEVENS, RPR-CRR</p> <p>23</p> <p>24 * * *</p> <p>25</p>
<p style="text-align: right;">Page 392</p> <p>1</p> <p>2 ACKNOWLEDGMENT</p> <p>3</p> <p>4 STATE OF NEW YORK)</p> <p>5 :ss</p> <p>6 COUNTY OF NEW YORK)</p> <p>7</p> <p>8 I, HANA FUCHS, hereby certify that</p> <p>9 I have read the transcript of my</p> <p>10 testimony taken under oath in my</p> <p>11 deposition on August 15, 2017,</p> <p>12 that the transcript is a true, complete</p> <p>13 and correct record of my testimony, and</p> <p>14 that the answers on the record as given by</p> <p>15 me are true and correct.</p> <p>16</p> <p>17</p> <p>18 HANA FUCHS</p> <p>19 Signed and subscribed to before me</p> <p>20 this ____ day of _____, 2017.</p> <p>21</p> <p>22 Notary Public, State of New York</p> <p>23</p> <p>24</p> <p>25</p>	<p style="text-align: right;">Page 394</p> <p>1</p> <p>2 *** ERRATA SHEET ***</p> <p>3 TRANSPERFECT DEPOSITION SERVICES</p> <p>4 216 E. 45th Street, Suite #903</p> <p>5 NEW YORK, NEW YORK 10017</p> <p>6 (212) 400-8845</p> <p>7 CASE: In Re Wonderwork, Inc.</p> <p>8 DATE: August 15, 2017</p> <p>9 WITNESS: Hana Fuchs REF: Job 19434</p> <p>10 PAGE LINE FROM TO</p> <p>11</p> <p>12</p> <p>13</p> <p>14</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23 HANA FUCHS</p> <p>24</p> <p>25 Subscribed and sworn to before me</p> <p>this ____ day of _____, 20__.</p> <p>Notary Public</p>

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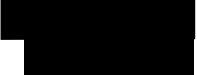

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FUCHS
EXHIBIT 21

From: "Hana Fuchs"
Subject: RE: WW Open Items as of 1/15
Sent: Tue, 20 Jan 2015 17:29:48 -0400

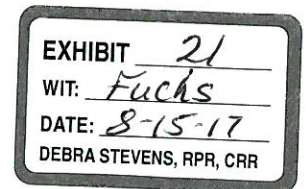
From: Hana Fuchs
Sent: Tuesday, January 20, 2015 12:30 PM
To: Taaffe, Mallory K
CC: Leggette, Ryan
Subject: RE: WW Open Items as of 1/15
Attachments: year end ; Copy of WWK FY14 Functional Allocation Report Revised12.08.14.xlsx

Please see responses as best as I can below the questions.

Thanks.

h

From: Taaffe, Mallory K [mailto:mtaaffe@kpmg.com]
Sent: Thursday, January 15, 2015 9:36 AM
To: Hana Fuchs
Cc: Leggette, Ryan
Subject: WW Open Items as of 1/15



Hi Hana,

Below is a list of open items for us to try and complete WonderWork. Many of these items we've been going back and forth about over the past week but I wanted to provide a summary since things have been all over the place:

- . Financial Statement Footnotes
- . Rollforward of Investments – emailed Hana on 1/7 explaining where our variance in the RF is occurring, need this to complete the cash flow
- . When we looked at the investment activity (attached), it looked like there were items highlighted in orange and labeled as "Donations of Stock".. were these sold immediately or did WW keep it? This impacts where these amounts fall on the cash flow. Stocks were not always sold immediately. The donation was booked at the price the stock was when we received the gift. The sale of the stocks can be found in the Vanguard statements and spreadsheet that was supplied.
- . FY14 In-Kind Contribution Support (selections sent to Hana 1/9) DONE
- . Support for 3 employee's FY14 Bonus: CFO, Senior Advisor Global Programs and Development Associate (refer to email on 1/6 and 1/13)
The FY14 Bonuses were approved by Brian Mullaney after the June 2014 board meeting. Please see attached e-mail fro BM
- . Explanation for why Brians approved salary is \$475K but was paid \$616K (refer to email on 1/6 and 1/13)
I went over this with Lauren- Brian wanted his W2 to be \$475k however his FY salary was more because of his bonus of \$250 of which he did not take all of it (he gave back \$22k)
- . The Allocation schedule we have right now does not tie to the Functional Expense statement and also does not include the word count. Please provide (I've attached the excel we got last year – refer to Tab 5 for the mailing detail which includes word counts) Please see attached allocation spreadsheet from our marketing consultants. This was also send to Lauren.
- . Along with this allocation schedule specifically for the mailings – is there any way to track what program each mailing relates to? I can see in the detail we have that some items are labeled "BurnRescue Acquisition White Mail" which I would guess 100% of the mailing pertains to BurnRescue but for line items that are general such as "WonderWork Acquisition White Mail", we would like to see a breakdown of how much of the mailing relates to each program (such as club foot, 20/20 and burn rescue).
If you open the spreadsheet you can see each mailing.
- . Loan Confirms – Open right now for Ryan and I to talk to Kim regarding how we want to test.

Let me know if you'd like to discuss any of these or have questions on them.

Thank you,

Mallory Taaffe

KPMG LLP | 345 Park Avenue New York, NY 10154

Fax: 646-417-7179 | Email: mtaaffe@kpmg.com

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WonderWork
Functional Allocation Report
July 2013 - June 2014

Program	Mail Month	Appeal Code	Package Description	Mail Quantity	Postage Cost	Production Cost	Fundraising Percentage	Public Information Percentage	Fundraising Postage Cost	Fundraising Production Cost	Total Fundraising Cost	Public Information Postage Cost	Public Information Production Cost	Total Public Information Cost	Fundraising Word Count	Public Information Word Count	Total Word Count	Extended Fundraising Word Count	Extended Public Information Word Count	Extended Total Word Count
Acquisition	1307	BA1307XX	JUL 13 BurnRescue Acquisition White Mail	-	-	-	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1307	CA1307XX	JUL 13 FirstStep Acquisition White Mail	-	-	-	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1307	NA1307XX	JUL 13 20 20 20 Acquisition White Mail	-	-	-	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1307	TA1307XX	2013 Hole In The Heart Acquisition White Mail	-	-	-	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1307	WA1307XX	2013 Medley Acquisition White Mail	-	-	-	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1307	XA130708	Jul '13 Impact Pitch 100K Foundations	-	-	-	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1307	XA1307XX	JUL 13 WonderWork Acquisition White Mail	-	-	-	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1307	YA1307XX	2013 Hydrocephalus Acquisition White Mail	-	-	-	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
1307 Total				-	\$0	\$0	0.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1308	BA1308XX	AUG 13 BurnRescue Acquisition White Mail	-	-	-	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1308	CA1308XX	AUG 13 FirstStep Acquisition White Mail	-	-	-	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1308	NA1308XX	AUG 13 20 20 20 Acquisition White Mail	-	-	-	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1308	TA1308XX	2013 Hole In The Heart Acquisition White Mail	-	-	-	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1308	WA1308XX	2013 Medley Acquisition White Mail	-	-	-	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1308	XA1308XX	AUG 13 WonderWork Acquisition White Mail	-	-	-	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1308	YA1308XX	2013 Hydrocephalus Acquisition White Mail	-	-	-	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
1308 Total				-	\$0	\$0	0.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1309	BA1309XX	SEP 13 BurnRescue Acquisition White Mail	-	-	-	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1309	CA1309XX	SEP 13 FirstStep Acquisition White Mail	-	-	-	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1309	NA1309XX	SEP 13 20 20 20 Acquisition White Mail	-	-	-	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1309	TA1309XX	2013 Hole In The Heart Acquisition White Mail	-	-	-	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1309	WA1309XX	2013 Medley Acquisition White Mail	-	-	-	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1309	XA1309XX	SEP 13 WonderWork Acquisition White Mail	-	-	-	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1309	YA1309XX	2013 Hydrocephalus Acquisition White Mail	-	-	-	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
1309 Total				-	\$0	\$0	0.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1310	BA1310XX	OCT 13 BurnRescue Acquisition White Mail	-	-	-	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1310	CA131021	First Step Oct '13 Test: First Step Brian Test C 2ND	187,837	\$25,499	\$20,604	51.6%	48.4%	\$13,158	\$10,631	\$23,789	\$12,342	\$9,972	\$22,314	2,205	2,068	4,273	414,180,585	388,446,916	802,627,501
Acquisition	1310	CA1310XX	OCT 13 FirstStep Acquisition White Mail	-	-	-	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1310	NA131007	20/20/20 Oct '13 Control Singles Sample with \$300 gift array from April N 1ST	1,216,524	\$153,490	\$229,923	48.8%	51.2%	\$74,903	\$112,203	\$187,106	\$78,587	\$117,721	\$196,308	2,151	2,257	4,408	2,616,743,124	2,745,694,668	5,362,437,792
Acquisition	1310	NA131021	20/20/20 Oct '13 Control Balance N 2ND	93,918	\$12,749	\$10,302	48.8%	51.2%	\$6,222	\$5,027	\$11,249	\$6,528	\$5,274	\$11,802	2,151	2,257	4,408	202,017,618	211,972,926	413,990,544
Acquisition	1310	NA1310XX	OCT 13 20 20 20 Acquisition White Mail	-	-	-	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1310	TA1310XX	2013 Hole In The Heart Acquisition White Mail	-	-	-	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1310	WA1310XX	2013 Medley Acquisition White Mail	-	-	-	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1310	XA1310XX	OCT 13 WonderWork Acquisition White Mail	-	-	-	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1310	YA1310XX	2013 Hydrocephalus Acquisition White Mail	-	-	-	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
1310 Total				1,498,279	\$191,739	\$260,829	49.1%	50.9%	\$94,283	\$127,861	\$222,144	\$97,456	\$132,967	\$230,424	6,507	6,582	13,089	3,232,941,327	3,346,114,510	6,579,055,837
Acquisition	1311	BA131118	BurnRescue Nov '13 Control BUR1022 Singles \$200 Ask B 2nd Ctrl	304,538	\$40,941	\$54,803	50.4%	49.6%	\$20,635	\$27,621	\$48,255	\$20,307	\$27,182	\$47,489	2,441	2,402	4,843	743,377,258	731,500,276	1,474,877,534
Acquisition	1311	BA1311XX	NOV 13 BurnRescue Acquisition White Mail	-	-	\$0	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1311	CA131104	First Step Nov '13 Control FST1040 Singles \$200 Ask C 1st	634,397	\$88,178	\$136,837	51.6%	48.4%	\$45,500	\$70,608	\$116,108	\$42,678	\$66,229	\$108,907	2,205	2,068	4,273	1,398,845,385	1,311,932,996	2,710,778,381
Acquisition	1311	CA1311XX	NOV 13 FirstStep Acquisition White Mail	-	-	\$0	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1311	NA131104	20/20/20 Nov '13 Control TTT1039 Singles \$300 Ask N 1st	612,295	\$84,670	\$139,976	48.8%	51.2%	\$41,319	\$68,308	\$109,627	\$43,351	\$71,668	\$115,019	2,151	2,257	4,408	1,317,046,545	1,381,949,815	2,698,996,360
Acquisition	1311	NA131118	20/20/20 Nov '13 Control TTT1039 Singles \$300 Ask N 2nd	394,522	\$52,508	\$66,729	48.8%	51.2%	\$25,624	\$32,564	\$58,188	\$26,884	\$34,165	\$61,049	2,151	2,257	4,408	848,616,822	890,436,154	1,739,052,976
Acquisition	1311	NA1311XX	NOV 13 20 20 20 Acquisition White Mail	-	\$0	\$0	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1311	TA1311XX	2013 Hole In The Heart Acquisition White Mail	-	\$0	\$0	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1311	WA1311XX	2013 Medley Acquisition White Mail	-	\$0	\$0	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1311	XA131113	Sept '13 India Field Report Restricted Acq	-	\$0	\$0	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1311	XA131121	Sept '13 India Field Report Email Restricted Acq	-	\$0	\$0	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1311	XA131127	Dec '13 Fridge Hard Ask Acq	-	\$0	\$0	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1311	XA1311XX	NOV 13 WonderWork Acquisition White Mail	-	\$0	\$0	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1311	YA1311XX	2013 Hydrocephalus Acquisition White Mail	-	\$0	\$0	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
1311 Total				1,945,752	\$266,298	\$398,345	50.0%	50.0%	\$133,077	\$199,101	\$332,178	\$133,220	\$199,244	\$332,465	8,948	8,984	17,932	4,307,886,010	4,315,819,241	8,623,705,251
Acquisition	1312	BA131216	BurnRescue Dec '13 Control BUR1022 Singles \$200 Ask B 2nd	404,997	\$54,447	\$79,070	50.4%	49.6%	\$27,441	\$39,851	\$67,293	\$27,006	\$39,219	\$66,224	2,357	2,402	4,759	954,577,929	972,802,794	1,927,380,723
Acquisition	1312	BA1312XX	DEC 13 BurnRescue Acquisition White Mail	-	\$0	\$0	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1312	CA131202	First Step Dec '13 Control FST1040 Singles \$200 Ask C 1st	664,041	\$85,755	\$118,818	51.6%	48.4%	\$44,249	\$61,310	\$105,559	\$41,505	\$57,508	\$99,013	2,205	2,068	4,273	1,464,210,405	1,373,236,788	2,837,447,193
Acquisition	1312	CA131216	First Step Dec '13 Control FST1040 Singles \$200 Ask C 2nd	170,424	\$22,009	\$28,380	51.6%	48.4%	\$11,356	\$14,644	\$26,000	\$10,652	\$13,736	\$24,388	2,205	2,068	4,273	375,784,920	352,436,832	728,221,752
Acquisition	1312	CA1312XX	DEC 13 FirstStep Acquisition White Mail	-	\$0	\$0	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1312	NA131202	20/20/20 Dec '13 Control TTT1039 Singles \$300 Ask N 1st	466,868	\$62,136	\$81,295	48.8%	51.2%	\$30,323	\$39,672	\$69,994	\$31,814	\$41,623	\$73,437	2,151	2,257	4,408	1,004,233,068	1,053,721,076	2,057,954,144
Acquisition	1312	NA131216	20/20/20 Dec '13 Control TTT1039 Singles \$300 Ask N 2nd	136,594	\$18,180	\$34,610	48.8%	51.2%	\$8,872	\$16,890	\$25,761	\$9,308	\$17,720	\$27,028	2,151	2,257	4,408	293,813,694	308,292,658	602,106,352
Acquisition	1312	NA1312XX	DEC 13 20 20 20 Acquisition White Mail	-	\$0	\$0	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1312	TA1312XX	2013 Hole In The Heart Acquisition White Mail	-	\$0	\$0	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1312	WA1312XX	2013 Medley Acquisition White Mail	-	\$0	\$0	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1312	XA131210	Dec '13 Fridge Email Acq	-	\$0	\$0	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1312	XA131219	2013 Holiday Card Acq	-	\$0	\$0	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1312	XA131220	2013 Year End Appeal Restricted Acq	-	\$0	\$0	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1312	XA131224	2013 Year End Appeal Email Acq	-	\$0	\$0	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1312	XA1312XX	DEC 13 WonderWork Acquisition White Mail	-	\$0	\$0	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1312	YA1312XX	2013 Hydrocephalus Acquisition White Mail	-	\$0	\$0	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
1312 Total				1,842,924	\$242,526	\$342,172	50.4%	49.6%	\$122,241	\$172,367	\$294,608	\$120,285	\$169,806	\$290,090	11,069	11,052	22,121	4,092,620,016	4,060,490,148	8,153,110,164
Acquisition	1401	BA140123	BurnRescue Jan '14 BUR1046 #10 "Chin-chest" CFE "Dadaab" Letter BM Sig House X-Sell	42,005	\$6,883	\$7,058	50.4%	49.6%	\$3,469	\$3,557	\$7,026	\$3,414	\$3,501	\$6,915	2,357	2,402	4,759	99,095,785	100,896,010	199,991,795
Acquisition	1401	BA1401XX	JAN 14 BurnRescue Acquisition White Mail	-	\$0	\$0	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1401	CA140116	FirstStep Jan '14 FST1018 6x9 "Romper" CFE "Dadaab" Donor Challenge BM Sig Single Test [Donor]	118,393	\$16,602	\$21,602	51.6%	48.4%	\$8,567	\$11,147	\$19,713	\$8,035	\$10,455	\$18,491	2,205	2,068	4,273	261,056,565	244,836,724	505,893,289
Acquisition	1401	CA1401XX	JAN 14 FirstStep Acquisition White Mail	-	\$0	\$0	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1401	NA140116	20/20/20 Jan '14 TTT1044-v1 #10 "Hoodie" CFE "Pria" Letter BM Sig Single Ctrl to Test:	981,117	\$126,560	\$164,075	48.8%	51.2%	\$61,761	\$80,069	\$141,830	\$64								

WonderWork
Functional Allocation Report
July 2013 - June 2014

Program	Mail Month	Appeal Code	Package Description	Mail Quantity	Postage Cost	Production Cost	Fundraising Percentage	Public Information Percentage	Fundraising Postage Cost	Fundraising Production Cost	Total Fundraising Cost	Public Information Postage Cost	Public Information Production Cost	Total Public Information Cost	Fundraising Word Count	Public Information Word Count	Total Word count	Extended Fundraising Word Count	Extended Public Information Count	Extended Total Word count
Acquisition	1401	WA1401XX	2014 Medley Acquisition White Mail	-	\$0	\$0			\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1401	XA1401XX	JAN 14 WonderWork Acquisition White Mail	-	\$0	\$0			\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1401	YA1401XX	2014 Hydrocephalus Acquisition White Mail	-	\$0	\$0			\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
1401 Total				2,019,281	\$269,311	\$336,072	49.0%	51.0%	\$131,999	\$164,721	\$296,720	\$137,312	\$171,351	\$308,664	8,864	8,984	17,848	4,358,519,683	4,541,231,665	8,899,751,348
Acquisition	1402	BA140224	BurnRescue Feb '14 BUR1074 #10 "Donor Challenge" Letter BM Sig House X-Sell [Donor]	45,434	\$6,834	\$6,123	50.4%	49.6%	\$3,344	\$3,086	\$6,430	\$3,291	\$3,037	\$6,328	2,357	2,402	4,759	107,087,938	109,132,458	216,220,406
Acquisition	1402	BA1402XX	FEB 14 BurnRescue Acquisition White Mail	-	\$0	\$0			\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1402	CA140217	FirstStep Feb '14 FST1051 #10 "It Doesn't Take Much to Save a Child" Letter BM Sig Single Test	120,959	\$17,195	\$20,623	51.6%	48.4%	\$8,872	\$10,641	\$19,514	\$8,322	\$9,981	\$18,304	2,205	2,068	4,273	266,714,595	250,143,212	516,857,807
Acquisition	1402	CA1402XX	FEB 14 FirstStep Acquisition White Mail	-	\$0	\$0			\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1402	NA140217	20/20/20 Feb '14 TTT1075 #10 "Hoodie" CFE "Pria" Letter BM Sig Single Ctrl to Tests	1,063,945	\$140,289	\$192,668	48.8%	51.2%	\$68,461	\$94,022	\$162,483	\$71,828	\$98,646	\$170,474	2,151	2,257	4,408	2,288,545,695	2,401,323,865	4,689,869,560
Acquisition	1402	NA140230	20/20/20 Feb '14 TTT1075 #10 "Hoodie" CFE "Pria" Letter BM Sig Single Ctrl Balance - Drop 2	704,533	\$92,434	\$101,209	48.8%	51.2%	\$45,108	\$49,390	\$94,498	\$47,326	\$51,819	\$99,145	2,151	2,257	4,408	1,515,450,483	1,590,130,981	3,105,581,464
Acquisition	1402	NA1402XX	FEB 14 20 20 20 Acquisition White Mail	-	\$0	\$0			\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1402	TA1402XX	2014 Hole In The Heart Acquisition White Mail	-	\$0	\$0			\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1402	WA1402XX	2014 Medley Acquisition White Mail	-	\$0	\$0			\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1402	XA1402XX	FEB 14 WonderWork Acquisition White Mail	-	\$0	\$0			\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1402	YA1402XX	2014 Hydrocephalus Acquisition White Mail	-	\$0	\$0			\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
1402 Total				1,934,871	\$256,552	\$320,622	49.0%	51.0%	\$125,785	\$157,139	\$282,924	\$130,767	\$163,483	\$294,250	8,864	8,984	17,848	4,177,798,711	4,350,730,526	8,528,529,237
Acquisition	1403	BA140324	BurnRescue Mar '14 BUR1085 #10 "Adopt a Child" Letter BM Sig House Club X-Sell	50,964	\$8,364	\$7,436	50.4%	49.6%	\$4,215	\$3,748	\$7,963	\$4,148	\$3,688	\$7,837	2,357	2,402	4,759	120,122,148	122,415,528	242,537,676
Acquisition	1403	BA1403XX	MAR 14 BurnRescue Acquisition White Mail	-	\$0	\$0			\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1403	CA140317	FirstStep Mar '14 FST1084 #10 "Adopt a Child" Letter BM Sig Single Test	150,229	\$21,522	\$30,812	51.6%	48.4%	\$11,105	\$15,899	\$27,004	\$10,417	\$14,913	\$25,330	2,205	2,068	4,273	331,254,945	310,673,572	641,928,517
Acquisition	1403	CA1403XX	MAR 14 FirstStep Acquisition White Mail	-	\$0	\$0			\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1403	NA140317	20/20/20 Mar '14 TTT1083 6X9 Certificate Letter BM Sig Single Test	1,310,218	\$171,837	\$230,009	48.8%	51.2%	\$83,856	\$112,245	\$196,101	\$87,980	\$117,765	\$205,745	2,151	2,257	4,408	2,818,278,918	2,957,162,026	5,775,440,944
Acquisition	1403	NA140331	20/20/20 Mar '14 TTT1080 #10 "Hoodie" CFE "Pria" Letter BM Sig Multi Ctrl Balance 2	705,643	\$92,930	\$103,104	48.8%	51.2%	\$45,350	\$50,315	\$95,665	\$47,580	\$52,789	\$100,369	2,151	2,257	4,408	1,517,836,093	1,592,636,251	3,110,474,344
Acquisition	1403	NA1403XX	MAR 14 20 20 20 Acquisition White Mail	-	\$0	\$0			\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1403	TA1403XX	2014 Hole In The Heart Acquisition White Mail	-	\$0	\$0			\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1403	WA1403XX	2014 Medley Acquisition White Mail	-	\$0	\$0			\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1403	XA1403XX	MAR 14 WonderWork Acquisition White Mail	-	\$0	\$0			\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1403	YA1403XX	2014 Hydrocephalus Acquisition White Mail	-	\$0	\$0			\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
1403 Total				2,217,054	\$294,653	\$371,362	49.1%	50.9%	\$144,527	\$182,206	\$326,733	\$150,126	\$189,155	\$339,281	8,864	8,984	17,848	4,787,494,104	4,982,887,377	9,770,381,481
Acquisition	1404	BA140422	BurnRescue Apr '14 BUR1111 #10 "Chin/Chest" CFE "Dadaab" Letter BM Sig House Club X-Sell	54,919	\$8,021	\$7,771	50.4%	49.6%	\$4,043	\$3,916	\$7,959	\$3,979	\$3,854	\$7,833	2,357	2,402	4,759	129,444,083	131,915,438	261,359,521
Acquisition	1404	BA1404XX	APR 14 BurnRescue Acquisition White Mail	-	\$0	\$0			\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1404	CA140415	FirstStep Apr '14 FST1112 #10 "Pink-Shirt" CFE "Dadaab" Letter BM Sig House Burn X-Sel	53,873	\$7,869	\$6,020	51.6%	48.4%	\$4,060	\$3,106	\$7,167	\$3,808	\$2,914	\$6,722	2,205	2,068	4,273	118,789,965	111,409,364	230,199,329
Acquisition	1404	CA1404XX	APR 14 FirstStep Acquisition White Mail	-	\$0	\$0			\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1404	NA140415	20 20 20 Apr '14 TTT1104 #10 "Hoodie" CFE "Pria" Letter BM Sig Ctrl	2,962,501	\$382,754	\$509,035	48.8%	51.2%	\$186,784	\$248,409	\$435,193	\$195,970	\$260,626	\$456,596	2,151	2,257	4,408	6,372,339,651	6,686,364,757	13,058,704,408
Acquisition	1404	NA140429	20 20 20 Apr '14 TTT1104 #10 "Hoodie" CFE "Pria" Letter BM Sig Multi Ctr	1,124,687	\$142,113	\$142,694	48.8%	51.2%	\$69,351	\$69,635	\$138,986	\$72,762	\$73,059	\$145,821	2,151	2,257	4,408	2,419,201,737	2,538,418,559	4,957,620,296
Acquisition	1404	NA1404XX	APR 14 20 20 20 Acquisition White Mail	-	\$0	\$0			\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1404	TA1404XX	2014 Hole In The Heart Acquisition White Mail	-	\$0	\$0			\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1404	WA1404XX	2014 Medley Acquisition White Mail	-	\$0	\$0			\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1404	XA140428	WW 04-2014 India Report No Ask - No Restriction	-	\$0	\$0			\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1404	XA1404XX	APR 14 WonderWork Acquisition White Mail	-	\$0	\$0			\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1404	YA1404XX	2014 Hydrocephalus Acquisition White Mail	-	\$0	\$0			\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
1404 Total				4,195,980	\$540,757	\$665,520	48.9%	51.1%	\$264,238	\$325,067	\$589,305	\$276,519	\$340,453	\$616,972	8,864	8,984	17,848	9,039,775,436	9,468,108,118	18,507,883,554
Acquisition	1405	BA1405XX	MAY 14 BurnRescue Acquisition White Mail	-	\$0	\$0			\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1405	CA140529	FirstStep May '14 FST1049 BM SIG FINCA	258,192	\$36,720	\$46,552	51.6%	48.4%	\$18,947	\$24,021	\$42,968	\$17,772	\$22,531	\$40,304	2,205	2,068	4,273	569,313,360	533,941,056	1,103,254,416
Acquisition	1405	CA1405XX	MAY 14 FirstStep Acquisition White Mail	-	\$0	\$0			\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1405	NA140515	20/20/20 May '14 TTT1124 BM SIG REUSE CTRL	2,053,730	\$261,687	\$354,071	48.8%	51.2%	\$127,703	\$172,787	\$300,490	\$133,983	\$181,284	\$315,268	2,151	2,257	4,408	4,417,573,230	4,635,268,610	9,052,841,840
Acquisition	1405	NA140522	20/20/20 May '14 TTT1124 BM SIG FINCA	8,192	\$1,036	\$3,013	48.8%	51.2%	\$505	\$1,471	\$1,976	\$530	\$1,543	\$2,073	2,151	2,257	4,408	17,620,992	18,489,344	36,110,336
Acquisition	1405	NA140529	20/20/20 May '14 TTT1124 BM SIG 2ND DROP REUSE	852,971	\$107,845	\$125,866	48.8%	51.2%	\$52,628	\$61,423	\$114,051	\$55,217	\$64,443	\$119,660	2,151	2,257	4,408	1,834,740,621	1,925,155,547	3,759,896,168
Acquisition	1405	NA1405XX	MAY 14 20 20 20 Acquisition White Mail	-	\$0	\$0			\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1405	TA1405XX	2014 Hole In The Heart Acquisition White Mail	-	\$0	\$0			\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1405	WA1405XX	2014 Medley Acquisition White Mail	-	\$0	\$0			\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1405	XA1405XX	MAY 14 WonderWork Acquisition White Mail	-	\$0	\$0			\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1405	YA1405XX	2014 Hydrocephalus Acquisition White Mail	-	\$0	\$0			\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1405	BC140522	BurnRescue May '14 BUR1132 BM SIG HOUSE CLUB X-SE	60,464	\$8,830	\$7,724	50.4%	49.6%	\$4,450	\$3,893	\$8,343	\$4,380	\$3,831	\$8,211	2,357	2,402	4,759	142,513,648	145,234,528	287,748,176
Acquisition	1405	CC140529	FirstStep May '14 FST1049 BM SIG HOUSE BURN X-SE	59,105	\$8,383	\$6,962	51.6%	48.4%	\$4,326	\$3,592	\$7,918	\$4,057	\$3,370	\$7,427	2,205	2,068	4,273	130,326,525	122,229,140	252,555,665
Acquisition	1405	NC140515	20/20/20 May '14 TTT1124 BM SIG HOUSE BURN X-SE	52,359	\$6,620	\$6,174	48.8%	51.2%	\$3,231	\$3,013	\$6,243	\$3,389	\$3,161	\$6,550	2,151	2,257	4,408	112,624,209	118,174,763	230,798,472
1405 Total				3,345,013	\$431,120	\$550,363	49.1%	50.9%	\$211,791	\$270,199	\$481,990	\$219,329	\$280,164	\$499,493	15,371	15,566	30,937	7,224,712,585	7,498,492,488	14,723,205,073
Acquisition	1406	BA1406XX	JUN 14 BurnRescue Acquisition White Mail	-	\$0	\$0			\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1406	CA140630	FirstStep June '14 FST1154 #10 "Pink-Shirt" CFE "Dadaab" Letter BM Sig Test	250,000	-	-	51.6%	48.4%	\$0	\$0	\$0	\$0	\$0	\$0	2,205	2,068	4,273	551,250,000	517,000,000	1,068,250,000
Acquisition	1406	CA1406XX	JUN 14 FirstStep Acquisition White Mail	-	\$0	\$0			\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1406	NA140616	20/20/20 June '14 TTT1139 #10 "Hoodie" CFE "Pria" Letter BM Sig Ctrl	2,578,632	-	-	48.8%	51.2%	\$0	\$0	\$0	\$0	\$0	\$0	2,151	2,257	4,408	5,546,637,432	5,819,972,424	11,366,609,856
Acquisition	1406	NA140630	20/20/20 June '14 TTT1139 #10 "Hoodie" CFE "Pria" Letter BM Sig Single Ctrl	1,101,950	-	-	48.8%	51.2%	\$0	\$0	\$0	\$0	\$0	\$0	2,151	2,257	4,408	2,370,294,450	2,487,101,150	4,857,395,600
Acquisition	1406	NA1406XX	JUN 14 20 20 20 Acquisition White Mail	-	\$0	\$0			\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1406	TA1406XX	2014 Hole In The Heart Acquisition White Mail	-	\$0	\$0			\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1406	WA1406XX	2014 Medley Acquisition White Mail	-	\$0	\$0			\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Acquisition	1406																			

WonderWork
Functional Allocation Report
July 2013 - June 2014

Program	Mail Month	Appeal Code	Package Description	Mail Quantity	Postage Cost	Production Cost	Fundraising Percentage	Public Information Percentage	Fundraising Postage Cost	Fundraising Production Cost	Total Fundraising Cost	Public Information Postage Cost	Public Information Production Cost	Total Public Information Cost	Fundraising Word Count	Public Information Word Count	Total Word count	Extended Fundraising Word Count	Extended Public Information Word Count	Extended Total Word count
Email	1312	XE131224	2013 Year End Appeal Email Ren	73			100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
	1312 Total			3,627	\$0	\$0	0.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Email Total				9,740	\$0	\$0	0.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
N	1311	XN131105	Nov 2013 Event	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
	1311 Total			-	\$0	\$0	0.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
N Total				-	\$0	\$0	0.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Print	1307	BP1307XX	JUL 13 BurnRescue Print White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Print	1307	CP1307XX	JUL 13 FirstStep Print White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Print	1307	NP1307XX	JUL 13 20 20 20 Print White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
	1307 Total			-	\$0	\$0	0.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Print	1308	BP1308XX	AUG 13 BurnRescue Print White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Print	1308	CP1308XX	AUG 13 FirstStep Print White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Print	1308	NP1308XX	AUG 13 20 20 20 Print White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
	1308 Total			-	\$0	\$0	0.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Print	1309	BP1309XX	SEP 13 BurnRescue Print White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Print	1309	CP1309XX	SEP 13 FirstStep Print White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Print	1309	NP1309XX	SEP 13 20 20 20 Print White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Print	1309	XP1309XX	Bryan Cranston Breaking Bad Ad	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
	1309 Total			-	\$0	\$0	0.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Print	1310	BP1310XX	OCT 13 BurnRescue Print White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Print	1310	CP1310XX	OCT 13 FirstStep Print White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Print	1310	NP1310XX	OCT 13 20 20 20 Print White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
	1310 Total			-	\$0	\$0	0.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Print	1311	BP1311XX	NOV 13 BurnRescue Print White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Print	1311	CP1311XX	NOV 13 FirstStep Print White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Print	1311	NP1311XX	NOV 13 20 20 20 Print White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
	1311 Total			-	\$0	\$0	0.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Print	1312	BP1312XX	DEC 13 BurnRescue Print White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Print	1312	CP1312XX	DEC 13 FirstStep Print White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Print	1312	NP1312XX	DEC 13 20 20 20 Print White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
	1312 Total			-	\$0	\$0	0.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Print	1401	BP1401XX	JAN 14 BurnRescue Print White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Print	1401	CP1401XX	JAN 14 FirstStep Print White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Print	1401	NP1401XX	JAN 14 20 20 20 Print White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
	1401 Total			-	\$0	\$0	0.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Print	1402	BP1402XX	FEB 14 BurnRescue Print White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Print	1402	CP1402XX	FEB 14 FirstStep Print White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Print	1402	NP1402XX	FEB 14 20 20 20 Print White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
	1402 Total			-	\$0	\$0	0.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Print	1403	BP1403XX	MAR 14 BurnRescue Print White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Print	1403	CP1403XX	MAR 14 FirstStep Print White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Print	1403	NP1403XX	MAR 14 20 20 20 Print White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
	1403 Total			-	\$0	\$0	0.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Print	1404	BP1404XX	APR 14 BurnRescue Print White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Print	1404	CP1404XX	APR 14 FirstStep Print White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Print	1404	NP1404XX	APR 14 20 20 20 Print White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
	1404 Total			-	\$0	\$0	0.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Print	1405	BP1405XX	MAY 14 BurnRescue Print White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Print	1405	CP1405XX	MAY 14 FirstStep Print White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Print	1405	NP1405XX	MAY 14 20 20 20 Print White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
	1405 Total			-	\$0	\$0	0.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Print	1406	BP1406XX	JUN 14 BurnRescue Print White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Print	1406	CP1406XX	JUN 14 FirstStep Print White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Print	1406	NP1406XX	JUN 14 20 20 20 Print White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
	1406 Total			-	\$0	\$0	0.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Print Total				-	\$0	\$0	0.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Renewal	1307	BR130701	BurnRescue July '13 Renewal New Donor MG - FD #1 [2xMG] [ZOH]	1,178			100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Renewal	1307	BR130715	BurnRescue July '13 Fridge Photo - FD	4,228			100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	1,024	-	1,024	4,329,472	-	4,329,472
Renewal	1307	BR130731	BurnRescue July '13 Renewal - FD	18,707			100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Renewal	1307	BR1307XX	JUL 13 BurnRescue Monthly Donor Mail	4,907			100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Renewal	1307	CR130701	FirstStep July '13 Renewal New Donor MG - FD #1 [2xMG] [ZOH]	1,037			100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Renewal	1307	CR130715	FirstStep July '13 Fridge Photo - FD	3,864			100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	1,114	-	1,114	4,304,496	-	4,304,496
Renewal	1307	CR130731	FirstStep July '13 Renewal - FD	14,295			100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Renewal	1307	CR1307XX	JUL 13 FirstStep Monthly Donor Mail	4,980			100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Renewal	1307	NR130701	20/20/20 July '13 Renewal New Donor MG - FD #1 [2xMG]	1,022			100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Renewal	1307	NR130715	20/20/20 July '13 Fridge Photo - FD	3,110			100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	1,142	-	1,142	3,551,620	-	3,551,620
Renewal	1307	NR130731	20/20/20 July '13 Renewal - FD	6,568			100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Renewal	1307	NR1307XX	JUL 13 20 20 20 Monthly Donor Mail	5,006			100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Renewal	1307	TR1307XX	2013 Hole In The Heart Renewal White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Renewal	1307	WR1307XX	2013 Medley Renewal White Mail	3			100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Renewal	1307	XR130702	Jul-Aug '13 XA1 One Year Renewal	8			100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Renewal	1307	XR130703	Jul '13 XA1 Impact Pitch Followup	57			100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Renewal	1307	XR130715	Jul '13 XA1 Impact Pitch Followup Tier 2	36			100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Renewal	1307	XR1307XX	JUL 13 WonderWork Monthly Donor Mail	10			100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Renewal	1307	YR1307XX	2013 Hydrocephalus Renewal White Mail	1			100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
	1307 Total			69,017	\$0	\$0	0.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	3,280	-	3,280	12,185,588	-	12,185,588

**WonderWork
Functional Allocation Report
July 2013 - June 2014**

Program	Mail Month	Appeal Code	Package Description	Mail Quantity	Postage Cost	Production Cost	Fundraising Percentage	Public	Fundraising	Production	Total	Public	Total Public	Public	Extended Public	Total Word	
								Information Percentage				Information Cost					Information Word Count
Renewal	1308	BR1308XX	AUG 13 BurnRescue Monthly Donor Mail	5,495			100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	-	-	-	
Renewal	1308	CR1308XX	AUG 13 FirstStep Monthly Donor Mail	5,491			100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	-	-	-	
Renewal	1308	NR1308XX	AUG 13 20 20 20 Monthly Donor Mail	4,748			100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	-	-	-	
Renewal	1308	TR1308XX	2013 Hole In The Heart Renewal White Mail	1			100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	-	-	-	
Renewal	1308	WR1308XX	2013 Medley Renewal White Mail	1			100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	-	-	-	
Renewal	1308	XR1308XX	AUG 13 WonderWork Monthly Donor Mail	13			100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	-	-	-	
Renewal	1308	YR1308XX	2013 Hydrocephalus Renewal White Mail	-					\$0	\$0	\$0	\$0	\$0	-	-	-	
	1308 Total			15,749	\$0	\$0	0.0%	0.0%	\$0	\$0	\$0	\$0	\$0	-	-	-	
Renewal	1309	BR1309XX	SEP 13 BurnRescue Monthly Donor Mail	3,284			100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	-	-	-	
Renewal	1309	CR1309XX	SEP 13 FirstStep Monthly Donor Mail	2,954			100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	-	-	-	
Renewal	1309	NR1309XX	SEP 13 20 20 20 Monthly Donor Mail	2,553			100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	-	-	-	
Renewal	1309	TR1309XX	2013 Hole In The Heart Renewal White Mail	-					\$0	\$0	\$0	\$0	\$0	-	-	-	
Renewal	1309	WR1309XX	2013 Medley Renewal White Mail	2			100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	-	-	-	
Renewal	1309	XR1309XX	SEP 13 WonderWork Monthly Donor Mail	12			100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	-	-	-	
Renewal	1309	YR1309XX	2013 Hydrocephalus Renewal White Mail	-					\$0	\$0	\$0	\$0	\$0	-	-	-	
	1309 Total			8,805	\$0	\$0	0.0%	0.0%	\$0	\$0	\$0	\$0	\$0	-	-	-	
Renewal	1310	BR131005	BurnRescue MG Check SEPT '13 Renewal - (BUR1002) [2xMG]	17,243	\$2,788	\$4,719	100.0%	0.0%	\$2,788	\$4,719	\$7,507	\$0	\$0	1,187	-	1,187	20,467,441
Renewal	1310	BR131008	BurnRescue Ann Appeal SEPT '13 Renewal - (BUR1004)	1,768	\$245	\$385	100.0%	0.0%	\$245	\$385	\$630	\$0	\$0	1,372	-	1,372	2,425,696
Renewal	1310	BR131024	BurnRescue MG Follow Up Oct '13 Renewal - (BUR - TBD) [2xMG]	13,372	\$1,846	\$2,919	100.0%	0.0%	\$1,846	\$2,919	\$4,766	\$0	\$0	860	-	860	11,499,920
Renewal	1310	BR1310XX	OCT 13 BurnRescue Monthly Donor Mail	1,087	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	-	-	-	
Renewal	1310	CR131005	FirstStep MG Dbl Slip SEPT '13 Renewal - (FST1001) [2xMG]	12,813	\$2,112	\$3,506	100.0%	0.0%	\$2,112	\$3,506	\$5,618	\$0	\$0	1,729	-	1,729	22,153,677
Renewal	1310	CR131008	FirstStep Ann Fund SEPT '13 Renewal - (FST1005)	1,355	\$188	\$295	100.0%	0.0%	\$188	\$295	\$483	\$0	\$0	1,320	-	1,320	1,788,600
Renewal	1310	CR131024	FirstStep Annual Fund Oct '13 Renewal - (FST1005)	17,335	\$2,403	\$3,896	100.0%	0.0%	\$2,403	\$3,896	\$6,299	\$0	\$0	1,320	-	1,320	22,882,200
Renewal	1310	CR1310XX	OCT 13 FirstStep Monthly Donor Mail	904	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	-	-	-	
Renewal	1310	NR131005	20 20 20 MG Coupon SEPT '13 Renewal - (TTT1000) [2xMG]	6,307	\$1,066	\$1,726	100.0%	0.0%	\$1,066	\$1,726	\$2,792	\$0	\$0	1,901	-	1,901	11,989,607
Renewal	1310	NR131008	20 20 20 Ann Fund SEPT '13 Renewal - (TTT1003)	1,420	\$235	\$309	100.0%	0.0%	\$235	\$309	\$544	\$0	\$0	1,566	-	1,566	2,223,720
Renewal	1310	NR131031	20 20 20 Annual Fund Oct '13 Renewal - (TTT1003)	8,217	\$1,365	\$1,872	100.0%	0.0%	\$1,365	\$1,872	\$3,236	\$0	\$0	1,566	-	1,566	12,867,822
Renewal	1310	NR1310XX	OCT 13 20 20 20 Monthly Donor Mail	1,611	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	-	-	-	
Renewal	1310	TR1310XX	2013 Hole In The Heart Renewal White Mail	-	\$0	\$0	-	-	\$0	\$0	\$0	\$0	\$0	-	-	-	
Renewal	1310	WR1310XX	2013 Medley Renewal White Mail	7	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	-	-	-	
Renewal	1310	XR1310XX	OCT 13 WonderWork Monthly Donor Mail	41	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	-	-	-	
Renewal	1310	YR1310XX	2013 Hydrocephalus Renewal White Mail	-	\$0	\$0	-	-	\$0	\$0	\$0	\$0	\$0	-	-	-	
	1310 Total			83,480	\$12,249	\$19,626	100.0%	0.0%	\$12,249	\$19,626	\$31,875	\$0	\$0	12,821	-	12,821	108,298,683
Renewal	1311	BR131107	BurnRescue Annual Appeal Nov '13 Renewal - (BUR1004)	20,234	\$2,810	\$4,551	100.0%	0.0%	\$2,810	\$4,551	\$7,361	\$0	\$0	1,550	-	1,550	31,362,700
Renewal	1311	BR131129	BurnRescue Year End Ctrl Nov '13 Renewal - (BUR1032)	23,090	\$3,707	\$6,843	100.0%	0.0%	\$3,707	\$6,843	\$10,550	\$0	\$0	1,587	-	1,587	36,643,830
Renewal	1311	BR1311XX	NOV 13 BurnRescue Monthly Donor Mail	1,076	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	-	-	-	
Renewal	1311	CR131114	FirstStep Year End Ctrl Nov '13 Renewal - (FST1028)	19,752	\$3,317	\$6,821	100.0%	0.0%	\$3,317	\$6,821	\$10,138	\$0	\$0	1,714	-	1,714	33,854,928
Renewal	1311	CR1311XX	NOV 13 FirstStep Monthly Donor Mail	1,706	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	-	-	-	
Renewal	1311	NR131118	Sept '13 India Field Report 20/20/20	51	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	-	-	-	
Renewal	1311	NR131121	20 20 20 Year End Ctrl Nov '13 Renewal - (TTT1030)	12,136	\$2,031	\$6,632	100.0%	0.0%	\$2,031	\$6,632	\$8,663	\$0	\$0	1,697	-	1,697	20,594,792
Renewal	1311	NR1311XX	NOV 13 20 20 20 Monthly Donor Mail	5,105	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	-	-	-	
Renewal	1311	TR1311XX	2013 Hole In The Heart Renewal White Mail	-	\$0	\$0	-	-	\$0	\$0	\$0	\$0	\$0	-	-	-	
Renewal	1311	WR1311XX	2013 Medley Renewal White Mail	5	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	-	-	-	
Renewal	1311	XR131113	Sept '13 India Field Report Restricted Ren	164	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	-	-	-	
Renewal	1311	XR131127	Dec '13 Fridge Hard Ask Ren	133	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	-	-	-	
Renewal	1311	XR1311XX	NOV 13 WonderWork Monthly Donor Mail	44	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	-	-	-	
Renewal	1311	YR1311XX	2013 Hydrocephalus Renewal White Mail	-	\$0	\$0	-	-	\$0	\$0	\$0	\$0	\$0	-	-	-	
	1311 Total			83,496	\$11,865	\$24,846	100.0%	0.0%	\$11,865	\$24,846	\$36,711	\$0	\$0	6,548	-	6,548	122,456,250
Renewal	1312	BR131205	BurnRescue Holiday Card Ctrl Dec '13 Renewal - (BUR1027)	136	\$23	\$236	100.0%	0.0%	\$23	\$236	\$259	\$0	\$0	1,438	-	1,438	195,568
Renewal	1312	BR131210	December '13 Year End Fridge MD	32	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	-	-	-	
Renewal	1312	BR131212	BurnRescue Holiday Card Ctrl Dec '13 Renewal #2 - (BUR1027)	789	\$136	\$1,369	100.0%	0.0%	\$136	\$1,369	\$1,504	\$0	\$0	1,438	-	1,438	1,134,582
Renewal	1312	BR131219	BurnRescue Year End FU Ctrl Dec '13 Renewal #3 - (BUR1033)	18,972	\$3,048	\$3,427	100.0%	0.0%	\$3,048	\$3,427	\$6,475	\$0	\$0	1,393	-	1,393	26,427,996
Renewal	1312	BR1312XX	DEC 13 BurnRescue Monthly Donor Mail	1,522	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	-	-	-	
Renewal	1312	CR131205	FirstStep Year End FU Ctrl Dec '13 Renewal - (FST1029)	18,130	\$2,911	\$2,862	100.0%	0.0%	\$2,911	\$2,862	\$5,773	\$0	\$0	1,287	-	1,287	23,333,310
Renewal	1312	CR131210	December '13 Year End Fridge MD	39	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	-	-	-	
Renewal	1312	CR131212	FirstStep Holiday Card Ctrl Dec '13 Renewal #2 - (FST1025)	1,266	\$217	\$2,189	100.0%	0.0%	\$217	\$2,189	\$2,405	\$0	\$0	1,343	-	1,343	1,700,238
Renewal	1312	CR131219	FirstStep Holiday Card Ctrl Dec '13 Renewal #3 - (FST1025)	110	\$19	\$190	100.0%	0.0%	\$19	\$190	\$209	\$0	\$0	1,343	-	1,343	147,730
Renewal	1312	CR1312XX	DEC 13 FirstStep Monthly Donor Mail	2,366	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	-	-	-	
Renewal	1312	NR131205	20 20 20 Holiday Card Ctrl Dec '13 Renewal - (TTT1026)	633	\$109	\$1,101	100.0%	0.0%	\$109	\$1,101	\$1,210	\$0	\$0	1,412	-	1,412	893,796
Renewal	1312	NR131210	December '13 Year End Fridge MD	22	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	-	-	-	
Renewal	1312	NR131212	20 20 20 Year End FU Ctrl Dec '13 Renewal #2 - (TTT1031)	11,943	\$1,979	\$2,158	100.0%	0.0%	\$1,979	\$2,158	\$4,137	\$0	\$0	1,380	-	1,380	16,481,340
Renewal	1312	NR131219	20 20 20 Holiday Card Ctrl Dec '13 Renewal #3 - (TTT1026)	33	\$6	\$57	100.0%	0.0%	\$6	\$57	\$63	\$0	\$0	1,412	-	1,412	46,596
Renewal	1312	NR1312XX	DEC 13 20 20 20 Monthly Donor Mail	4,232	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	-	-	-	
Renewal	1312	TR1312XX	2013 Hole In The Heart Renewal White Mail	-	\$0	\$0	-	-	\$0	\$0	\$0	\$0	\$0	-	-	-	
Renewal	1312	WR1312XX	2013 Medley Renewal White Mail	3	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	-	-	-	
Renewal	1312	XR131219	2013 Holiday Card Ren	200	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	-	-	-	
Renewal	1312	XR131220	2013 Year End Appeal Restricted Ren	178	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	-	-	-	
Renewal	1312	XR1312XX	DEC 13 WonderWork Monthly Donor Mail	71	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	-	-	-	
Renewal	1312	YR1312XX	2013 Hydrocephalus Renewal White Mail	2	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	-	-	-	
	1312 Total			60,679	\$8,447	\$13,589	100.0%	0.0%	\$8,447	\$13,589	\$22,037	\$0	\$0	12,446	-	12,446	70,361,156
Renewal	1401	BR140116	BurnRescue Partner Card Ctrl Jan '14 Renewal - (BUR1036)	21,505	\$3,462	\$4,133	100.0%	0.0%	\$3,462	\$4,133	\$7,594	\$0	\$0	1,635	-	1,635	35,160,675
Renewal	1401	BR1401XX	FirstStep Jan '14 Acknowledgements RE	3,557	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	-	-	-	
Renewal	1401	CR140102	FirstStep Match Grant Ctrl Jan '14 Renewal - (FST1064) [2xMG]	19,356	\$3,098	\$4,226	100.0%	0.0%	\$3,098	\$4,226	\$7,324	\$0	\$0	1,303	-	1,303	25,220,868
Renewal	1401	CR140123	FirstStep Match Grant Follow Up Jan '14 Renewal - (FST1065) [2xMG]	17,956	\$2,479	\$3,588	100.0%	0.0%	\$2,479	\$3,588	\$6,067	\$0	\$0	1,466	-	1,466	26,323,496
Renewal	1401	CR1401XX	FirstStep Jan '14 Acknowledgement Coded RE	4,934	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	-	-	-	
Renewal	1401	NR140109	20 20 20 Match Grant Ctrl Jan '14 Renewal - (TTT1041) [3xMG]	12,775	\$2,106	\$3,406	100.0%	0.0%	\$2,106	\$3,406	\$5,512	\$0	\$0	2,045	-	2,045	26,124,875

WonderWork
Functional Allocation Report
July 2013 - June 2014

Program	Mail Month	Appeal Code	Package Description	Mail Quantity	Postage Cost	Production Cost	Fundraising Percentage	Public Information Percentage	Fundraising Postage Cost	Fundraising Production Cost	Total Fundraising Cost	Public Information Postage Cost	Public Information Production Cost	Total Public Information Cost	Fundraising Word Count	Public Information Word Count	Total Word count	Extended Fundraising Word Count	Extended Public Information Word Count	Extended Total Word count
Renewal	1401	NR140130	20 20 20 Partner Card Ctrl Jan '14 Renewal - (TTT1035)	13,604	\$2,409	\$2,614	100.0%	0.0%	\$2,409	\$2,614	\$5,023	\$0	\$0	\$0	1,614	-	1,614	21,956,856	-	21,956,856
Renewal	1401	NR1401XX	JAN 14 20 20 20 Monthly Donor Mail	6,586	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Renewal	1401	TR1401XX	2014 Hole In The Heart Renewal White Mail	-	\$0	\$0	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Renewal	1401	WR1401XX	2014 Medley Renewal White Mail	5	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Renewal	1401	XR1401XX	JAN 14 WonderWork Monthly Donor Mail	60	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Renewal	1401	YR1401XX	2014 Hydrocephalus Renewal White Mail	-	\$0	\$0	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
		1401 Total		100,338	\$13,555	\$17,966	100.0%	0.0%	\$13,555	\$17,966	\$31,521	\$0	\$0	\$0	8,063	-	8,063	134,786,770	-	134,786,770
Renewal	1402	BR140206	BurnRescue Card FU Feb '14 Renewal - (BUR1057)	19,209	\$2,806	\$4,371	100.0%	0.0%	\$2,806	\$4,371	\$7,177	\$0	\$0	\$0	1,477	-	1,477	28,371,693	-	28,371,693
Renewal	1402	BR140220	BurnRescue Tax Statement Ctrl Jan '14 Renewal - (BUR1058)	15,422	\$2,429	\$2,849	100.0%	0.0%	\$2,429	\$2,849	\$5,277	\$0	\$0	\$0	1,224	-	1,224	18,876,528	-	18,876,528
Renewal	1402	BR140227	BurnRescue Short Note Feb '14 Std Renew - (BUR1061)	21,244	\$3,607	\$7,866	100.0%	0.0%	\$3,607	\$7,866	\$11,472	\$0	\$0	\$0	1,514	-	1,514	32,163,416	-	32,163,416
Renewal	1402	BR1402XX	BurnRescue Feb 14 Standard Acknowledgements	7,164	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	1,263	-	1,263	9,048,132	-	9,048,132
Renewal	1402	CR140206	FirstStep Tax Statement Ctrl Feb '14 Renewal - (FST1059)	15,910	\$2,749	\$2,937	100.0%	0.0%	\$2,749	\$2,937	\$5,686	\$0	\$0	\$0	1,321	-	1,321	21,017,110	-	21,017,110
Renewal	1402	CR140213	FirstStep Partner Card Ctrl Feb '14 Renewal - (FST1034)	20,743	\$3,534	\$3,892	100.0%	0.0%	\$3,534	\$3,892	\$7,426	\$0	\$0	\$0	1,388	-	1,388	28,791,284	-	28,791,284
Renewal	1402	CR1402XX	FirstStep Feb 14 Standard Acknowledgements	10,834	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	1,141	-	1,141	12,361,594	-	12,361,594
Renewal	1402	NR140213	20 20 20 Tax Statement Ctrl Feb '14 Renewal - (TTT1060)	16,128	\$2,501	\$2,977	100.0%	0.0%	\$2,501	\$2,977	\$5,478	\$0	\$0	\$0	1,225	-	1,225	19,756,800	-	19,756,800
Renewal	1402	NR140220	20 20 20 Annual Appeal Feb '14 Renewal - (TTT1079)	20,330	\$2,970	\$4,566	100.0%	0.0%	\$2,970	\$4,566	\$7,535	\$0	\$0	\$0	1,644	-	1,644	33,422,520	-	33,422,520
Renewal	1402	NR1402XX	FEB 14 20 20 20 Monthly Donor Mail	20,629	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Renewal	1402	TR1402XX	2014 Hole In The Heart Renewal White Mail	-	\$0	\$0	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Renewal	1402	WR1402XX	2014 Medley Renewal White Mail	3	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Renewal	1402	XR1402XX	FEB 14 WonderWork Monthly Donor Mail	22	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Renewal	1402	YR1402XX	2014 Hydrocephalus Renewal White Mail	-	\$0	\$0	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
		1402 Total		167,638	\$20,595	\$29,456	100.0%	0.0%	\$20,595	\$29,456	\$50,051	\$0	\$0	\$0	12,197	-	12,197	203,809,077	-	203,809,077
Renewal	1403	BR140320	BurnRescue 3xMG Coupon Mar '14 Std BM Sig - (BUR1090) [3xMG]	20,231	\$3,486	\$1,958	100.0%	0.0%	\$3,486	\$1,958	\$5,444	\$0	\$0	\$0	2,357	-	2,357	47,684,467	-	47,684,467
Renewal	1403	BR1403XX	BurnRescue Mar 14 Standard Acknowledgements	3,141	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	1,263	-	1,263	3,967,083	-	3,967,083
Renewal	1403	CR140306	FirstStep Supporter Card FU Mar '14 Std Renew - (FST1066)	17,994	\$2,629	\$5,898	100.0%	0.0%	\$2,629	\$5,898	\$8,527	\$0	\$0	\$0	1,238	-	1,238	22,276,572	-	22,276,572
Renewal	1403	CR140327	FirstStep Personal Note Mar '14 Std Renew - (FST1088)	20,062	\$3,146	\$3,282	100.0%	0.0%	\$3,146	\$3,282	\$6,428	\$0	\$0	\$0	2,205	-	2,205	44,236,710	-	44,236,710
Renewal	1403	CR1403XX	FirstStep Mar 14 Standard Acknowledgements	3,915	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	1,141	-	1,141	4,467,015	-	4,467,015
Renewal	1403	NR140313	20 20 20 Personal Note Mar '14 Std Renew - (TTT1089)	19,319	\$2,822	\$2,964	100.0%	0.0%	\$2,822	\$2,964	\$5,787	\$0	\$0	\$0	2,151	-	2,151	41,555,169	-	41,555,169
Renewal	1403	NR1403XX	MAR 14 20 20 20 Monthly Donor Mail	13,872	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Renewal	1403	TR1403XX	2014 Hole In The Heart Renewal White Mail	-	\$0	\$0	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Renewal	1403	WR1403XX	2014 Medley Renewal White Mail	-	\$0	\$0	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Renewal	1403	XR1403XX	MAR 14 WonderWork Monthly Donor Mail	13	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Renewal	1403	YR1403XX	2014 Hydrocephalus Renewal White Mail	-	\$0	\$0	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
		1403 Total		98,547	\$12,084	\$14,102	100.0%	0.0%	\$12,084	\$14,102	\$26,186	\$0	\$0	\$0	10,355	-	10,355	164,187,016	-	164,187,016
Renewal	1404	BR140410	BurnRescue 3xMG FU Apr '14 Std BM Sig - (BUR1092) [3xMG]	19,932	\$2,912	\$3,264	100.0%	0.0%	\$2,912	\$3,264	\$6,176	\$0	\$0	\$0	1,398	-	1,398	27,864,936	-	27,864,936
Renewal	1404	BR1404XX	BurnRescue Apr 14 Standard Acknowledgements	3,353	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	1,263	-	1,263	4,234,839	-	4,234,839
Renewal	1404	CR140417	FirstStep "Transformation" Apr '14 Std Renew - (FST1050)	21,717	\$3,173	\$2,513	100.0%	0.0%	\$3,173	\$2,513	\$5,686	\$0	\$0	\$0	1,457	-	1,457	31,641,669	-	31,641,669
Renewal	1404	CR1404XX	FirstStep Apr 14 Standard Acknowledgements	3,630	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	1,141	-	1,141	4,141,830	-	4,141,830
Renewal	1404	NR140403	20 20 20 DeLois' Field Report Apr '14 Std Renew - (TTT1091)	19,918	\$2,910	\$5,773	100.0%	0.0%	\$2,910	\$5,773	\$8,683	\$0	\$0	\$0	1,788	-	1,788	35,613,384	-	35,613,384
Renewal	1404	NR140424	20 20 20 2xMG Check Apr '14 Std Renew - (TTT1093) [2xMG]	23,065	\$3,369	\$3,791	100.0%	0.0%	\$3,369	\$3,791	\$7,161	\$0	\$0	\$0	1,409	-	1,409	32,498,585	-	32,498,585
Renewal	1404	NR1404XX	APR 14 20 20 20 Monthly Donor Mail	16,835	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Renewal	1404	TR1404XX	2014 Hole In The Heart Renewal White Mail	-	\$0	\$0	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Renewal	1404	WR1404XX	2014 Medley Renewal White Mail	1	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Renewal	1404	XR140428	VVV 04-2014 India Report No Ask - No Restriction	255	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Renewal	1404	XR1404XX	APR 14 WonderWork Monthly Donor Mail	16	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Renewal	1404	YR1404XX	2014 Hydrocephalus Renewal White Mail	-	\$0	\$0	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
		1404 Total		108,722	\$12,364	\$15,341	100.0%	0.0%	\$12,364	\$15,341	\$27,705	\$0	\$0	\$0	8,456	-	8,456	135,995,243	-	135,995,243
Renewal	1405	BR140501	BurnRescue Tote Bag May '14 Std - (BUR1078)	20,033	\$8,686	\$40,313	100.0%	0.0%	\$8,686	\$40,313	\$48,999	\$0	\$0	\$0	1,636	-	1,636	32,773,988	-	32,773,988
Renewal	1405	BR140522	BurnRescue Tote FU May '14 Std BM Sig - (BUR1097)	19,953	\$2,914	\$3,068	100.0%	0.0%	\$2,914	\$3,068	\$5,983	\$0	\$0	\$0	1,530	-	1,530	30,528,090	-	30,528,090
Renewal	1405	BR1405XX	BurnRescue May 14 Standard Acknowledgements	3,646	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	1,263	-	1,263	4,604,898	-	4,604,898
Renewal	1405	CR140508	FirstStep "Annual Fund" May '14 Std Renew - (FST1030)	20,098	\$2,937	\$1,888	100.0%	0.0%	\$2,937	\$1,888	\$4,824	\$0	\$0	\$0	1,430	-	1,430	28,740,140	-	28,740,140
Renewal	1405	CR140529	FirstStep Triple Match Voucher May '14 Std Renew - (FST1138) [3xMG]	20,106	\$2,938	\$3,866	100.0%	0.0%	\$2,938	\$3,866	\$6,803	\$0	\$0	\$0	1,625	-	1,625	32,672,250	-	32,672,250
Renewal	1405	CR1405XX	FirstStep May 14 Standard Acknowledgements	3,611	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	1,141	-	1,141	4,120,151	-	4,120,151
Renewal	1405	NR140515	20 20 20 2x Match Follow Up May '14 Std Renew - (TTT1137) [2xMG]	24,684	\$3,606	\$5,300	100.0%	0.0%	\$3,606	\$5,300	\$8,906	\$0	\$0	\$0	1,400	-	1,400	34,557,600	-	34,557,600
Renewal	1405	NR1405XX	MAY 14 20 20 20 Monthly Donor Mail	17,954	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Renewal	1405	TR1405XX	2014 Hole In The Heart Renewal White Mail	1	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Renewal	1405	WR1405XX	2014 Medley Renewal White Mail	4	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Renewal	1405	XR1405XX	MAY 14 WonderWork Monthly Donor Mail	33	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Renewal	1405	YR1405XX	2014 Hydrocephalus Renewal White Mail	-	\$0	\$0	-	-	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
		1405 Total		130,123	\$21,080	\$54,435	100.0%	0.0%	\$21,080	\$54,435	\$75,515	\$0	\$0	\$0	10,025	-	10,025	167,997,117	-	167,997,117
Renewal	1406	BR140612	BurnRescue Match Check (2xMG) June '14 Std BM Sig - (BUR1151) [2xMG]	20,838	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	1,405	-	1,405	29,277,390	-	29,277,390
Renewal	1406	BR1406XX	BurnRescue Jun 14 Standard Acknowledgements	4,140	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	1,263	-	1,263	5,228,820	-	5,228,820
Renewal	1406	CR140619	FirstStep Triple Match Voucher Follow Up (3xMG) June '14 Std Renew - (FST1153) [3xMG]	22,905	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	997	-	997	22,836,285	-	22,836,285
Renewal	1406	CR1406XX	FirstStep Jun 14 Standard Acknowledgements	2,519	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	1,141	-	1,141	2,874,179	-	2,874,179
Renewal	1406	NR140605	20 20 20 Transformation June '14 Std Renew - (TTT1150)	32,629	\$0	\$0	100.0%	0.0%	\$0	\$0	\$0	\$0								

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								Public		Public		Public		Public		Public		Extended Public		
Program	Mail Month	Appeal Code	Package Description	Mail Quantity	Postage Cost	Production Cost	Fundraising Percentage	Information Percentage	Fundraising Postage Cost	Fundraising Production Cost	Total Fundraising Cost	Information Postage Cost	Information Production Cost	Total Public Information Cost	Fundraising Word Count	Information Word Count	Total Word count	Extended Fundraising Word Count	Information Word Count	Extended Total Word count
White Mail	1307	TW1307XX	2013 Hole In The Heart Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1307	WW1307XX	2013 Medley Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1307	XW1307XX	JUL 13 WonderWork Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1307	YW1307XX	2013 Hydrocephalus Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
	1307 Total			-	\$0	\$0	0.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1308	BW1308XX	AUG 13 BurnRescue Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1308	CW1308XX	AUG 13 FirstStep Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1308	NW1308XX	AUG 13 20 20 20 Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1308	TW1308XX	2013 Hole In The Heart Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1308	WW1308XX	2013 Medley Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1308	XW1308XX	AUG 13 WonderWork Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1308	YW1308XX	2013 Hydrocephalus Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
	1308 Total			-	\$0	\$0	0.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1309	BW1309XX	SEP 13 BurnRescue Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1309	CW1309XX	SEP 13 FirstStep Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1309	NW1309XX	SEP 13 20 20 20 Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1309	TW1309XX	2013 Hole In The Heart Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1309	WW1309XX	2013 Medley Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1309	XW1309XX	SEP 13 WonderWork Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1309	YW1309XX	2013 Hydrocephalus Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
	1309 Total			-	\$0	\$0	0.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1310	BW1310XX	OCT 13 BurnRescue Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1310	CW1310XX	OCT 13 FirstStep Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1310	NW1310XX	OCT 13 20 20 20 Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1310	TW1310XX	2013 Hole In The Heart Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1310	WW1310XX	2013 Medley Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1310	XW1310XX	OCT 13 WonderWork Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1310	YW1310XX	2013 Hydrocephalus Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
	1310 Total			-	\$0	\$0	0.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1311	BW1311XX	NOV 13 BurnRescue Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1311	CW131105	FirstStep Email Campaign Nov '13	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1311	CW1311XX	NOV 13 FirstStep Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1311	NW1311XX	NOV 13 20 20 20 Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1311	TW1311XX	2013 Hole In The Heart Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1311	WW1311XX	2013 Medley Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1311	XW1311XX	NOV 13 WonderWork Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1311	YW1311XX	2013 Hydrocephalus Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
	1311 Total			-	\$0	\$0	0.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1312	BW1312XX	DEC 13 BurnRescue Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1312	CW1312XX	DEC 13 FirstStep Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1312	NW1312XX	DEC 13 20 20 20 Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1312	TW1312XX	2013 Hole In The Heart Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1312	WW1312XX	2013 Medley Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1312	XW1312XX	DEC 13 WonderWork Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1312	YW1312XX	2013 Hydrocephalus Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
	1312 Total			-	\$0	\$0	0.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1401	BW1401XX	JAN 14 BurnRescue Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1401	CW1401XX	JAN 14 FirstStep Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1401	NW1401XX	JAN 14 20 20 20 Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1401	TW1401XX	2014 Hole In The Heart Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1401	WW1401XX	2014 Medley Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1401	XW1401XX	JAN 14 WonderWork Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1401	YW1401XX	2014 Hydrocephalus Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
	1401 Total			-	\$0	\$0	0.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1402	BW1402XX	FEB 14 BurnRescue Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1402	CW1402XX	FEB 14 FirstStep Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1402	NW1402XX	FEB 14 20 20 20 Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1402	TW1402XX	2014 Hole In The Heart Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1402	WW1402XX	2014 Medley Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1402	XW1402XX	FEB 14 WonderWork Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1402	YW1402XX	2014 Hydrocephalus Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
	1402 Total			-	\$0	\$0	0.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1403	BW1403XX	MAR 14 BurnRescue Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1403	CW1403XX	MAR 14 FirstStep Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1403	NW1403XX	MAR 14 20 20 20 Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1403	TW1403XX	2014 Hole In The Heart Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1403	WW1403XX	2014 Medley Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1403	XW1403XX	MAR 14 WonderWork Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1403	YW1403XX	2014 Hydrocephalus Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
	1403 Total			-	\$0	\$0	0.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1404	BW1404XX	APR 14 BurnRescue Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1404	CW1404XX	APR 14 FirstStep Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1404	NW1404XX	APR 14 20 20 20 Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1404	TW1404XX	2014 Hole In The Heart Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1404	WW1404XX	2014 Medley Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1404	XW1404XX	APR 14 WonderWork Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-

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Program	Mail Month	Appeal Code	Package Description	Mail Quantity	Postage Cost	Production Cost	Fundraising Percentage	Public Information Percentage	Fundraising Postage Cost	Fundraising Production Cost	Total Fundraising Cost	Public Information Postage Cost	Public Information Production Cost	Total Public Information Cost	Fundraising Word Count	Public Information Word Count	Total Word count	Extended Fundraising Word Count	Extended Public Information Word Count	Extended Total Word count
White Mail	1404	YW1404XX	2014 Hydrocephalus Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
	1404 Total			-	\$0	\$0	0.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1405	BW1405XX	MAY 14 BurnRescue Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1405	CW1405XX	MAY 14 FirstStep Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1405	NW1405XX	MAY 14 20 20 20 Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1405	TW1405XX	2014 Hole In The Heart Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1405	WW1405XX	2014 Medley Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1405	XW1405XX	MAY 14 WonderWork Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1405	YW1405XX	2014 Hydrocephalus Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
	1405 Total			-	\$0	\$0	0.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1406	BW1406XX	JUN 14 BurnRescue Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1406	CW1406XX	JUN 14 FirstStep Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1406	NW1406XX	JUN 14 20 20 20 Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1406	TW1406XX	2014 Hole In The Heart Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1406	WW1406XX	2014 Medley Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1406	XW1406XX	JUN 14 WonderWork Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail	1406	YW1406XX	2014 Hydrocephalus Web White Mail	-					\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
	1406 Total			-	\$0	\$0	0.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
White Mail Total				-	\$0	\$0	0.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
X	1401	CX1401XX	First Step - Spin for Good Email Campaign Jan 14	782			100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
	1401 Total			782	\$0	\$0	0.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
X	1406	BX1406XX	June '14 BurnRescue Spin for Good Email Campaign w/ Non-Appended Emails	704			100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
X	1406	CX1406XX	June '14 FirstStep Spin for Good Email Campaign w/ Non-Appended Emails	968			100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
X	1406	NX1406XX	June '14 20/20/20 Spin for Good Email Campaign w/ Non-Appended Emails	1,259			100.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
	1406 Total			2,931	\$0	\$0	0.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
X Total				3,713	\$0	\$0	0.0%	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	-
Grand Total				24,181,791	\$2,605,195	\$3,434,647	51.8%	48.2%	\$1,340,180	\$1,788,023	\$3,128,203	\$1,265,015	\$1,646,624	\$2,911,640	183,218	91,240	274,458	51,396,184,025	51,790,473,715	103,186,657,740

0.51

0.48

FUCHS
EXHIBIT 22

Miracle surgeries for children.

Wonder
Work

July 1, 2015

Dear Sir or Madam,

In my capacity as Chief Financial Officer at WonderWork, I would like to request your help with our financial reporting.

As you know, WonderWork provides support for a portion of the actual cost for surgical treatment at your center/organization.

We wish to show our supporters the overall cost needed to provide these life-changing surgeries. Please provide us with your estimated total cost to perform WonderWork sponsored surgeries. Consider expenses such as:

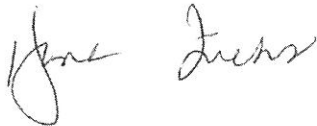
- Overhead for medical/surgical staff and facilities
- Medical/surgical supplies
- Medications
- Outreach activities

Providing us with actual surgical costs is critical to maintaining our current donor base and attracting new donors so that WonderWork can continue supporting your vital work.

If you have any questions or concerns, please do not hesitate to contact me at hana@wonderwork.org.

We greatly appreciate your help and admire the meaningful work being done by your center/organization. Thank you for your assistance in this matter.

Best Regards,



Hana Fuchs
Chief Financial Officer
WonderWork

EXHIBIT	<u>22</u>
WIT:	<u>Fuchs</u>
DATE:	<u>8-15-17</u>
DEBRA STEVENS, RPR, CRR	

TIME magazine named WonderWork one of "10 Ideas That Can Change The World."

420 Fifth Avenue, New York, NY 10018 Tel: 212.729.1865 WonderWork.org

WON-EX 012929

FUCHS

EXHIBIT 23

From: "Janet Huang"
Subject: Re: matching gifts data
Sent: Wed, 15 Jun 2016 19:00:14 -0400

From: Janet Huang [janet@wonderwork.org]
Sent: Wednesday, June 15, 2016 3:00 PM
To: Hana Fuchs
CC: Delois Greenwood
Subject: Re: matching gifts data
Attachments: BCN_2016_06_15_CampaignAllocation.xlsx

Hi Hana,

Attached is the updated matching gift tracking sheet. All of [REDACTED] funded campaigns are in red.

[REDACTED] campaigns -- for FY16 only -- are in blue. There was a BurnRescue 3x match campaign in July '15, which brings up [REDACTED] FY16 amount to **\$1,002,557**.

Please let me know if you have any questions.

Thanks,
Janet

From: Hana Fuchs <hana@wonderwork.org>
Date: Wednesday, June 15, 2016 1:33 PM
To: WonderWork <janet@wonderwork.org>
Cc: Delois Greenwood <delois@wonderwork.org>
Subject: matching gifts data

I will need to see all the matching gifts on a spreadsheet on order to get back to Brian on his ideas...especially if he wants to use [REDACTED] money for overhead
And we've used \$940K of [REDACTED] matching gift \$ in FY16

Thanks, Hana

From: Hana Fuchs
Sent: Wednesday, June 15, 2016 10:57 AM
To: Janet Huang
Subject: RE: Public Information

Can you send me the spreadsheet with all the matching gifts/by cause since we've started?
Thanks Hana

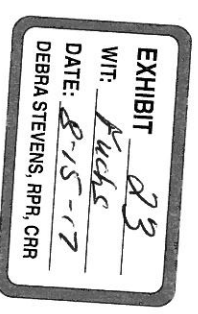
From: Janet Huang
Sent: Tuesday, June 14, 2016 4:36 PM
To: Hana Fuchs
Subject: Re: Public Information

Hi Hana,

We've used \$940K of [REDACTED] matching gift \$ in FY16.

Thanks,
Janet

From: Hana Fuchs <hana@wonderwork.org>
Date: Tuesday, June 14, 2016 4:08 PM
To: WonderWork <janet@wonderwork.org>
Subject: RE: Public Information



Please send me a pdf of a renewal and the public info brochure and I will send it to him to review.
How much of [REDACTED] gift have you used for matching this FY?

Thanks, Hana

From: Janet Huang
Sent: Tuesday, June 14, 2016 3:58 PM
To: Hana Fuchs
Subject: Re: Public Information

Hi Hana,

The last time we used [REDACTED] fund was for Year End Matching Gift.

Also, we haven't determined what public information should be included yet. We were planning to pick up copy from the black & white health brochure. However, the auditors said that copy doesn't count since donors have already seen it.

Do you think Gary Ellis would be able to provide advice?

Thanks,
Janet

From: Hana Fuchs <hana@wonderwork.org>
Date: Tuesday, June 14, 2016 3:52 PM
To: WonderWork <janet@wonderwork.org>
Subject: RE: Public Information

Also – you have been using [REDACTED] funds on other matching gift mail?
h

From: Hana Fuchs
Sent: Tuesday, June 14, 2016 3:51 PM
To: Janet Huang
Subject: RE: Public Information

Can you give me the copy of what will be included and if we included this already in some of the FY16 renewal pieces?
Thanks Hana

From: Janet Huang
Sent: Tuesday, June 14, 2016 3:50 PM
To: Hana Fuchs
Subject: Public Information

Hi Hana,

We'll need to give Brian a status update on public information in the renewal pieces. Would it be possible to speak to Gary Ellis about it?

Thanks!
Janet

GRAND TOTAL OF REVENUE					
	Burns	1stStep	20/20/20	WonderWork	TOTAL
2x Match Gift	\$354,193	\$517,602	\$1,279,037	\$276,792	\$2,427,624
3x Match Gift	\$266,683	\$89,616	\$178,364	\$0	\$534,662
			TOTAL MATCH GIFT		\$2,962,286
				(Supplied in another report)	
100% Programs	\$63,975	\$69,543	\$719,901		\$853,419

2013-June 2014 ONLY

	Burns	1stStep	20/20/20	WonderWork	TOTAL
2x Match Gift	\$127,092	\$146,953	\$112,240	\$0	\$386,284
3x Match Gift	\$78,894	\$89,616	\$25,703	\$0	\$194,213
				(Supplied in another report)	
100% Programs	\$63,975	\$69,543	\$719,901		\$853,419

July 2014 to present

Job	Burns	1stStep	20/20/20	WonderWork	TOTAL
BurnRescue 2xMG Jul '14	BUR1152	\$17,745.00			\$17,745.00
FirstStep 2x MG Aug '14	FST1169				\$40,087.06
202020 2x MG Sept '14	TTT1197	\$40,087.06			\$80,644.99
FirstStep 2x MG Oct '14	FST1206		\$80,644.99		\$32,828.00
FirstSTep 2x MG Nov '14	FST1212	\$32,828.00			\$35,724.87
BurnRescue 2xMG Jan'15	D1501BUR	\$35,724.87			\$50,293.25
Burnrescue MGF1Feb '15	D1502BUR	\$50,293.25			\$24,714.52
202020 Matching Gift April '15	D1505TTT	\$24,714.52			\$128,775.64
FirstStep Matching Gift April '15	D1506FST		\$128,775.64		\$53,033.11
202020 Matching Gift Followup April '15	D1506TTT		\$98,754.24		\$98,754.24
FirstStep Matching Gift Follow up May '15	D1507FST				\$21,998.00
20/20/20 Giving Tuesday Email Dec 1, 2015*		\$21,998.00			\$39,018.55
20/20/20 Year End Match Email (emailed 12/21)			\$39,018.55		\$16,675.00
20/20/20 Year End Match Email (emailed 12/29)			\$16,675.00		\$26,250.00
20/20/20 Year End Match Nov '15			\$26,250.00		\$205,197.00
20/20/20 Year End Match Follow Up Dec '15			\$205,197.00		\$166,137.00
20/20/20 Major Donor Match Gift (mailed 10/13)			\$166,137.00		\$27,509.00
20/20/20 Major Donor Match Gift (mailed 12/15)			\$27,509.00		\$72,081.00

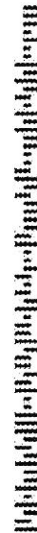
FirstStep Year End Match Nov '15		\$53,011.20			\$53,011.20
FirstStep Year End Match Follow Up Dec '15		\$28,100.00			\$28,100.00
FirstStep Major Donor Match Gift (mailed 12/15)		\$9,649.00			\$9,649.00
FirstStep Giving Tuesday Email Dec 1, 2015		\$1,631.00			\$1,631.00
FirstStep Year End Match Email (emailed 12/22)		\$1,295.00			\$1,295.00
FirstStep Year End Match Email (emailed 12/30)		\$6,326.00			\$6,326.00
BurnRescue Giving Tuesday Email Dec 1, 2015	\$1,733.00				\$1,733.00
BurnRescue Year End Match Email (emailed 12/22)	\$6,250.00				\$6,250.00
BurnRescue Year End Match Email (emailed 12/30)	\$4,145.00				\$4,145.00
BurnRescue Year End Match Nov '15	\$37,500.00				\$37,500.00
BurnRescue Year End Match Follow Up Dec '15	\$18,549.00				\$18,549.00
BurnRescue Major Donor Match Gift (mailed 12/15)	\$6,195.00				\$6,195.00
WonderWork Giving Tuesday Email Dec 1, 2015			\$14,000.00		\$14,000.00
WonderWork Year End Match Email (emailed 12/22)			\$2,250.00		\$2,250.00
WonderWork Major Donor Match Gift (mailed 10/7)			\$96,912.30		\$96,912.30
WonderWork Major Donor Match Gift (mailed 12/4)			\$38,325.00		\$38,325.00
20/20/20 Spring Match Email (emailed 4/13/16)			\$12,525.51		\$12,525.51
FirstStep Spring Match Email (emailed 4/13/16)		\$7,237.55			\$7,237.55
BurnRescue Spring Match Email (emailed 4/13/16)	\$1,320.00				\$1,320.00
20/20/20 Spring Match (mailed 3/17/16)			\$156,943.17		\$156,943.17
20/20/20 Spring Match Extension (4/7/16)			\$101,253.50		\$101,253.50
20/20/20 MD Spring Match (3/11/16)			\$28,241.00		\$28,241.00
20/20/20 MD Spring Match Extension (5/9/16)			\$6,791.00		\$6,791.00
FirstStep Spring Match (mailed 3/12/16)		\$49,755.41			\$49,755.41
FirstStep Spring Match Extension (3/31/16)		\$24,347.42			\$24,347.42
FirstStep MD Spring Match (3/11/16)		\$2,100.00			\$2,100.00
FirstStep MD Spring Match Extension (5/6/16)		\$3,525.00			\$3,525.00
BurnRescue Spring Match (mailed 3/16/16)	\$39,132.98				\$39,132.98
BurnRescue Spring Match Extension (4/14/16)	\$16,255.85				\$16,255.85
BurnRescue MD Spring Match (3/16/16)	\$1,798.00				\$1,798.00
BurnRescue MD Spring Match Extension (5/6/16)	\$1,470.00				\$1,470.00
WonderWork Spring Match (mailed 3/11/16)			\$77,555.00		\$77,555.00
WonderWork Spring Match Extension (mailed 5/9/16)			\$47,750.00		\$47,750.00
2X Match Total	\$227,102	\$370,649	\$1,166,797	\$276,792	\$2,041,339
3xMatch					
202020 3x MG Aug '14	TTT1167		\$65,016.05		\$65,016.05
BurnRescue 3x MG Sept '14	BUR1196	\$39,174.41			\$39,174.41
BurnRescue 3x MG Sept '14	BUR1200	\$26,784.46			\$26,784.46

[illegible]

*Includes gift from ██████████ - responded to grant proposal and Giving Tuesday Email)

FUCHS
EXHIBIT 24

**Triple the impact of your gift
for blind children and adults!**



25 1070 2157



EXHIBIT 24
WIT: Fuchs
DATE: 8-15-17
DEBRA STEVENS, RPR, CRR

WON-EX 2938

TIT1162

Size: 9.5X4.125 Prints: 4/0 24#WW

202020
RESTORING 2020 VISION
TO 20 MILLION BLIND
CHILDREN AND ADULTS

PO BOX 96669
WASHINGTON, DC 20090-6669
www.202020.org



Triple the impact of your gift
for blind children and adults!

No Ink Area

No Ink Area

One of "10 ideas that will change the world." — *Time Magazine*

No Ink Area

WON-EX 2939

TTTT187

15 MINUTES + \$300 = A CURE FOR BLINDNESS

RESTORING 20/20 VISION
TO 20 MILLION BLIND
CHILDREN AND ADULTSPLACE
STAMP
HERE

20/20/20

PO Box 96669
Washington, DC 20090-6669

Attention: Brian

NR1408XXUNXXXXUUR



201020 is a WonderWork charity program. Your gift is very much appreciated and fully deductible as a charitable contribution. A copy of our latest financial report may be obtained by writing to WonderWork, Inc., 420 Fifth Avenue, 27th Floor, New York, NY 10018, 212-390-1544. If you are a resident of one of these states, you may obtain financial information directly from the state agency: FLORIDA - A COPY OF THE OFFICIAL REGISTRATION AND FINANCIAL INFORMATION MAY BE OBTAINED FROM THE DIVISION OF CONSUMER SERVICES BY CALLING TOLL-FREE, 1-800-435-7352 (800-HELP-FLA) WITHIN THE STATE. REGISTRATION DOES NOT IMPLY ENDORSEMENT, APPROVAL, OR RECOMMENDATION BY THE STATE. Provide REGISTRATION# CH36659, GEORGIA - A full and fair description of our programs and our financial statement summary is available upon request at the office and phone number indicated above. MARYLAND - For the cost of copies and postage, Office of the Secretary of State, State House, Annapolis, MD 21401 MISSISSIPPI - The official registration and financial information may be obtained from the Mississippi Secretary of State's office by calling 1-888-236-6167. Registration by the Secretary of State does not imply endorsement. NEW JERSEY - INFORMATION FILED WITH THE ATTORNEY GENERAL CONCERNING THIS CHARITABLE SOLICITATION AND THE PERCENTAGE OF CONTRIBUTIONS RECEIVED BY THE CHARITY DURING THE LAST REPORTING PERIOD THAT WERE DEDICATED TO THE CHARITABLE PURPOSE MAY BE OBTAINED FROM THE ATTORNEY GENERAL OF THE STATE OF NEW JERSEY BY CALLING (973) 504-6215 AND IS AVAILABLE ON THE INTERNET AT <http://www.state.nj.us/treasury/taxation.htm>. REGISTRATION WITH THE ATTORNEY GENERAL DOES NOT IMPLY ENDORSEMENT. NEW YORK - A COPY OF ITS LICENSE ARE AVAILABLE FROM THE STATE SOLICITATION LICENSING BRANCH AT 1-888-830-4589. THE LICENSE IS NOT AN ENDORSEMENT BY THE STATE. PENNSYLVANIA - The official registration and financial information of WonderWork may be obtained from the Pennsylvania Department of State by calling toll-free within Pennsylvania, 1-800-732-0999. Registration does not imply endorsement. VIRGINIA - Virginia State Office of Consumer Affairs, Department of Agriculture and Consumer Services, PO Box 1163, Richmond, VA 23218. WASHINGTON - Charities Division, Office of the Secretary of State, State of Washington, Olympia, WA 98504-0422, 1-800-332-4463, WEST VIRGINIA - Residents may obtain a summary of the registration and financial documents from the Secretary of State, State Capitol, Charleston, WV 25305. Registration with any of these state agencies does not imply endorsement, approval or recommendation by any state.

1309832_113097.indd 1

7/14/14 9:01 AM

Proof Date 7.14.14	Customer WW TTT	Job Number 1309832-1	Form Number/Description 113097
Env. Size/Style: 3 7/8 x 8 7/8 OSSS	Tooling/Die 3.875 Contour	Ink Colors 1/0 Black/0	Paper 20# WWW
Window # 1	Window # 2	Window # 3	
Approved: As Is <input type="checkbox"/>	With Alterations <input type="checkbox"/>	Alterations & Re-Proof <input type="checkbox"/>	By _____ Date _____
Notes:			
This Proof Is For Color Separation, Copy And Placement Only. Your Approval Instructs Us To Proceed With This Project As-Is Per Your Signed Request; Or As Specifically Indicated By The "Approved With Changes" Information Furnished By You Above.			

WON-EX 2940

Matching Gift Verification Form

INSTRUCTIONS:

1. Verify information for accuracy
2. Indicate the amount of your donation (note how the Matching Funds triple the impact of your support).
3. Return this form in the enclosed envelope on or before October 10, 2014.

REGISTERED TO:



FOR OFFICE USE ONLY:

Gift Amount Enclosed [] [] [] [] [] [] [] [] [] []

Gift Date: ____/____/____

20/20/20
RESTORING 20/20 VISION
TO 20 MILLION BLIND
CHILDREN AND ADULTS

DONATION INFORMATION:

I understand that my gift can be automatically TRIPLED to provide three times the impact that can restore the eyesight of a blind child or adult. I have enclosed a gift of:

My Gift: () \$50 () \$75 () \$88 () \$100 () Other \$_____ *Every gift can be tripled!*

Matching Funds:	\$100	\$150	\$176	\$200
Total Impact:	\$150	\$225	\$264	\$300

☐ Please send me updates about 20/20/20.

My email address is: _____

Want to see how support from friends like you helped two sisters who were both born blind but can now see? Go to www.20x20x20.org

Please mail this reply form with your check payable to 20/20/20 in the envelope provided. Thank you!
To make a gift with a credit card, please see other side.



To donate online, please visit
www.20x20x20.org



0011231438 NR14062604XX1116RE

20/20/20
RESTORING 20/20 VISION
TO 20 MILLION BLIND
CHILDREN AND ADULTS



Your support can help three times as many blind children and adults!

Dear _____

The blind children and adults we help have often waited for years for eye sight-restoring surgery. Some blind adults have spent decades in darkness, hoping for an answer to their prayers. Little girls and boys have never seen their mothers... never attended school... never had any hope for the future.

Now they have a chance.

A group of our most dedicated donors have agreed to double match every dollar of your support for this appeal...

...thereby tripling the impact of your gift!

And I have even better news. Our friends have set no limit on the matching amount – any gift of any amount that we receive from good friends like you will be automatically tripled.

If you can afford a gift of \$50 today, our loyal group of supporters will donate \$100 – **for a total of \$150!**

A larger donation of \$75 will be matched two-for-one to become \$225 or a most **generous contribution of \$88 can be tripled to \$264.**



But this offer won't last long. To help blind children and adults as soon as possible, our supporters have set a deadline of October 10 for this opportunity.

By tripling the value of every donation, just imagine how many blind children and adults can be helped!

Blind girls who have been unable to make friends or attend school will now have the chance for a normal childhood, an education, and the opportunity to marry and have families of their own.

(over, please)

Other Ways to Support Life-Changing and Lifesaving Eyesight Restoration

At 20/20/20, we rely on donations from generous individuals like you to help us provide free surgery for blind children and adults who would otherwise never receive it. You have a choice in how to support your charitable endeavors, and we hope to assist you in any way that is easiest and most convenient for you.

Donations by mail: Please mail your check or money order to:
20/20/20 | PO Box 96669 | Washington, DC 20090-6669

Donations by phone: To speak to one of our staff members, please call 212-390-1544.

Tributes and Memorials: If you'd like to make a tribute in honor or in memory of a loved one, please call us at 212-390-1544, and one of our staff members will help you.

Legacy Gifts: To name 20/20/20 in your Will, or set up another legacy gift, please contact us at 212-390-1544, and one of our staff members will help you.

Matching Gifts: Many employers will match any charitable contributions made by their employees, doubling or sometimes tripling your gift. Simply include your matching gift form, and we'll process it on your behalf. Please send your employer's matching gift form to: 20/20/20 | PO Box 96669 | Washington, DC 20090-6669





Monthly Giving: To become a monthly supporter and provide a steady stream of gift that help blind children and adults, please call us at 212-390-1544, and one of our staff members will help you.

Stocks and Securities: To donate appreciated securities, please call us at 212-390-1544 and one of our staff members will help you.

Form 8-P20

CREDIT CARD DONATION

If you prefer, we accept:

☐  ☐  ☐  ☐ 

Card # _____

CVV# _____ Exp. Date _____ / _____

Signature _____

20/20/20 sometimes allows other worthy organizations to mail to our donors. If you do not wish to receive these mailings or if you'd like to change the frequency of mailings from us, let us know. We are happy to respect your wishes. 20/20/20 is a WonderWork charity program. WonderWork is a 501(c)(3) nonprofit, charitable organization recognized by the IRS. All donations are tax deductible in accordance with the law.

20/20/20
RESTORING 20/20 VISION
TO 20 MILLION BLIND
CHILDREN AND ADULTS

Visit our web site at
www.20x20x20.org
to make a secure donation online.
P.O. Box 96669,
Washington, DC 20090-6669



Blind moms and dads who have struggled to feed and care for their families will not be able to hold jobs and provide the love and care needed by their children.

And blind grandparents who have been completely dependent on others will now have the opportunity to lead a life with dignity.

You have been very generous in the past with your support for 20/20/20, and we are so grateful for your strong commitment.

But with this special triple match offer, I'm hoping that you'll make one more contribution that can help three times as many blind children and adults escape a life of darkness and isolation. Your gift today can provide three times the support for our partner hospitals that provide FREE eyesight-restoring surgery and give three times as many blind boys, girls, teenagers and adults hope for their future.

Remember, there is no limit on the amount of matching funds – every gift, whether small or large, can have three times the impact.

And as soon as I receive your gift, I'll send you a photo of a child who was blind and can now see – all because you cared enough to reach out halfway around the world to provide a miracle surgery!

Thank you in advance for your support.



Brian Mullancy
Co-Founder

P.S. Twenty million children and adults could see tomorrow if they received the surgery that we support that can take as little as 15 minutes. But the vast majority of these blind children and adults will never receive this sight-restoring procedure because they are simply too poor to afford it. They will remain blind forever – unless someone like you helps them.



FUCHS
EXHIBIT 25

REDACTED

FUCHS
EXHIBIT 26

From: "Hana Fuchs"
Subject: RE: Additional TW over In-Kinds
Sent: Tue, 20 Jan 2015 16:09:41 -0400

From: Hana Fuchs
Sent: Tuesday, January 20, 2015 11:10 AM
To: Taaffe, Mallory K
Subject: RE: Additional TW over In-Kinds

The rates were told to the partners (see call reports). The number of surgeries in the letter are based on the total grant divided by the cost per surgery. For example in grant #7 in your test, we give the hospital \$20,000 and ask the hospital to help 800 patients at \$25 each. In letter #2 we asked [REDACTED] to treat 1,000 patients at \$150 each for the total grant of \$150,000. We had also asked that hospitals use 10% of the funds for children eye surgery 90% for adults. This is in some of the older grants. I sent you a copy of the contribution per surgery memo signed by the Program Officer.
Thanks Hana

From: Taaffe, Mallory K [mailto:mtaaffe@kpmg.com]
Sent: Friday, January 16, 2015 3:36 PM
To: Hana Fuchs
Subject: RE: Additional TW over In-Kinds

Hi Hana,

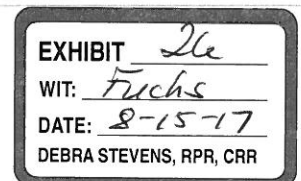
I just got a chance to go through all the support you sent. Ryan hasn't reviewed yet (I am going to send to him over the weekend to ensure this is being tested how he wants) but I'm still confused about the 10% and 90%. You mentioned that these rates are stated in the letters but I don't see them anywhere. Is this an established policy that's documented somewhere? We may need more info on this to validate these %s.

Thanks
Mallory

From: Hana Fuchs [mailto:hana@wonderwork.org]
Sent: Thursday, January 15, 2015 4:05 PM
To: Taaffe, Mallory K
Subject: RE: Additional TW over In-Kinds

One more document for in-kind file.h

From: Hana Fuchs
Sent: Thursday, January 15, 2015 10:22 AM
To: 'Taaffe, Mallory K'
Subject: RE: Additional TW over In-Kinds
Importance: High



Please see responses below the questions

- 1) child/adult cost -
This is the cost given to us on the survey sent to each of the partner / hospitals (included in the pdf attached) so that we could calculate their in-kind contribution. There are different costs to perform surgery on an adult than a child. For eye surgery, for example, a child will need anesthesia where as an adult would not. When the hospitals gave us local currency in the survey response, I converted it using OANDA website to USA at 6/30/14 and have attached the spreadsheet with the rates used.
- 2) FY14 total -
This is the total of the grants that were given to each of the partner/hospitals during FY14. A copy is included on the attached pdf. We used this to calculate how many surgeries the hospital should perform based on the amount of the grant.
- 3) # of surgeries -
is calculated based on the amount of the grant divided by the cost per surgery.
- 4) WW Contribution per surgery-

WW_EMAILS0022194

is the amount we contribute to the hospital to do each surgery.

- 5) what is the 10% child and 90% adult? Is that a policy? Need more info on this.

We have asked each partner in the grant letter to use 10% of the funding to perform surgeries on children. Leaving 90% of the funding to do adult surgeries.

We also changed our contribution per surgery for adults during FY14. We had originally asked the hospitals to perform surgery at \$35 each and we later reduced that number to \$25. I've also attached some examples of call reports of calls made to specific hospitals to discuss the reduction of funding for some surgeries.

Thanks Hana

From: Taafe, Mallory K [<mailto:mtaaffe@kpmg.com>]

Sent: Friday, January 09, 2015 2:59 PM

To: Hana Fuchs

Subject: Additional TW over In-Kinds

Hi Hana,

We need to extend our testing on the new in-kind contributions. Attached are an additional 7 samples. There's a number of things we want to see in order to get a better grasp over what's happening here. I've listed them in the excel.

Let me know if there's any questions. If it's easier for me to look at the support in person instead of scanning, please let me know and I'll set up a day next week to come to WW.

Thanks!

Mallory

The information in this email is confidential and may be legally privileged. It is intended solely for the addressee. Access to this email by anyone else is unauthorized. If you are not the intended recipient, any disclosure, copying, distribution or any action taken or omitted to be taken in reliance on it, is prohibited and may be unlawful. When addressed to our clients any opinions or advice contained in this email are subject to the terms and conditions expressed in the governing KPMG client engagement letter.

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FUCHS
EXHIBIT 27

REDACTED

FUCHS
EXHIBIT 28

From: "Hana Fuchs"
Subject: net assets restricted as of Oct 20, 2016.xlsx
Sent: Fri, 21 Oct 2016 19:11:55 -0400

From: Hana Fuchs
Sent: Friday, October 21, 2016 3:12 PM
To: Brian Mullaney (brian@wonderwork.org)
Subject: net assets restricted as of Oct 20, 2016.xlsx
Attachments: net assets restricted as of Oct 20, 2016.xlsx

Hi Brian,

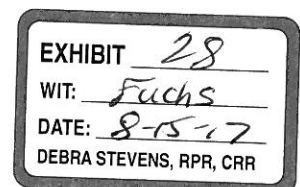
I did a worksheet showing remaining restricted net assets as of today (unaudited and did not include the direct mail allocation since I have not had it audited as yet).

It shows that we have \$8.6 million net assets restricted for programs this includes the \$4million for the hospital and \$250,000 for the database and the pledged \$1million to be released over time.

Let me know if you need additional information.

I can send this to Karen or just send her the total of \$8,618,777

Thanks Hana

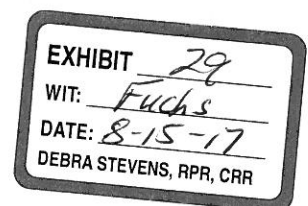


RESTRICTED NET ASSETS

	FY15 per audit		FY16					FY17		
	Restricted Net Assets at 6/30/15	FY16 Donations	Total Net Restricted Assets	Program Expenses	Net Assets Released	Restricted Net Assets at 6/30/16	FY17 Donations	Total Net Restricted Additions	Program Expenses to release net assets	Restricted Net Assets at 10/20/16
4010 Blindness (N)	1,093,040.39	4,244,257.32	5,337,297.71	1,060,000.00	1,060,000.00	4,277,297.71	848,057.43	5,125,355.14	512,500.00	4,612,855.14
4020 Burns (B)	1,334,093.00	535,864.64	1,869,957.64	257,200.00	257,200.00	1,612,757.64	116,024.72	1,728,782.36	30,000.00	1,698,782.36
4030 Clubfoot (C)	1,900,379.50	697,154.04	2,597,533.54	1,365,000.00	1,365,000.00	1,232,533.54	182,119.47	1,414,653.01	30,000.00	1,384,653.01
Project Varanasi database	0.00	4,000,000.00	4,000,000.00			4,000,000.00		4,000,000.00		4,000,000.00
Time [REDACTED] gift over 5 years	0.00		0.00			0.00				
	169,541.00	1,000,000.00	1,169,541.00		169,541.00	1,000,000.00	250,000.00	250,000.00		250,000.00
Restricted donations remaining	4,497,053.89	10,477,276.00	14,974,329.89	2,682,200.00	2,851,741.00	7,795,076.00	1,396,201.62	9,191,277.62	572,500.00	8,618,777.62

FUCHS
EXHIBIT 29

C1304TTT
20/20/20 April ACO Photo Card Test
Quantity: 50,047
Mail Date: 4/14/15



20/20/20
RESTORING 20/20 VISION
TO 20 MILLION BLIND
CHILDREN AND ADULTS

P.O. Box 96669
Washington, DC 20090-6669
www.20x20x20.org

Photo enclosed.
DO NOT BEND

20/20/20

RESTORING 20/20 VISION
TO 20 MILLION BLIND
CHILDREN AND ADULTS

Dear Sample A. Sample,

Take a look at the photo. This is Rupali. She's beautiful, isn't she?

You'd never know that this smiling, precious 7-year-old girl was born blind — and, not too long ago, she had no friends and had never gone to school. *That's because she's not blind now.*



Thanks to the kindness and compassion of people like you who opened their hearts — and their wallets — she underwent a 15-minute surgery that restored her sight ... and her chances for a healthy, happy life.

As the co-founder and former president of Smile Train, I've traveled to the poorest countries in the world. I've seen a lot of needless suffering and a lot of miracles.

But I've never seen anything as powerful as watching a child who was blind open up their eyes and see.

There are no words to describe it, and I wish you could be there to witness the overwhelming joy of a child receiving this most precious gift.

That's why it breaks my heart to know that countless children like Rupali will spend their entire lives never seeing their parents' faces, never being able to attend school or make new friends ... simply because they are poor and cannot afford surgery.

Sample A. Sample, the 15-minute surgery that can cure blindness is a medical miracle to be sure. And even though it only costs \$300, families in developing countries could never afford it — not in a hundred years.

So we started 20/20/20 to provide these life-changing "miracle" surgeries at no cost.

20/20/20 receives no big grants from the government, foundations, or corporations. *The only way we're able to do this is through the incredible generosity of caring people who support our mission — people like you.*

I realize \$300 is a large gift to make, so I would be eternally grateful for whatever you can give — hopefully \$25, \$50, or even \$75.

I promise you it will make a life-changing difference.

Because Rupali can see now, she can go to school, make friends, and enjoy

(over, please)

20 | 20 | 20 | P.O. Box 96669, Washington, DC 20090-6669 | www.20x20x20.org

a much, much brighter future. An adult who receives an eyesight-restoring surgery is able to work and take care of their families. *Sight is everything when you have next to nothing and there are no resources available.*

That's why we're pouring our hearts and souls into helping blind children and adults in need.

At about 2%, **20/20/20** has one of the lowest administrative costs of any major charity. In a short time, we've been able to restore the eyesight of 101,710 blind children and adults.

But, for every child like Rupali, there are millions more just like her — and moms and dads and grandparents too — who will remain blind ... unless someone helps them.

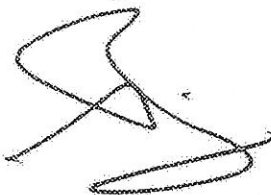
I really hope you'll be that someone.

Please return a gift today and help a child or adult see tomorrow.

I promise, you will not regret it.

From the bottom of my heart, thank you.

Sincerely,

A handwritten signature in black ink, appearing to read 'Brian Mullaney', with a stylized, looping flourish at the end.

Brian Mullaney
Co-Founder & CEO

P.S. Want to see what a difference your gift makes? Visit **www.20x20x20.org** and watch as two sisters see their mom and the world for the first time.

You can help make these miracles possible. No matter how much you can send, you will touch and change someone's life. So please return your gift in the enclosed envelope, or you can make your gift online in a matter of seconds. As a thank-you for your gift, we'll send you another photo of child who can now see thanks to the generosity of people like you.

Dear Brian,

I wholeheartedly believe in what you are doing and want to help 20/20/20 give the gift of sight to children and adults who only remain blind simply because they are poor.

I've enclosed a generous gift in the amount of:

- ☐ \$300, which can provide one full eye surgery
- ☐ \$150, which can provide half a surgery
- ☐ \$75, which can provide anesthesia for the surgery
- ☐ \$50, which can provide surgical supplies for two eye surgeries
- ☐ \$25, which can provide surgical supplies for one eye surgery
- ☐ \$_____. Any amount will help!

- ☐ I would like to pay for the \$300 surgery over time.
Please charge my credit card \$25 a month for the next 12 months.

Make it Monthly!
See details on reverse.

C1504TTT

20/20/20 April ACQ Photo Card Test

"Quantity: 50,047

Mail date: 4/14/15

- ☐ Please send me updates about 20/20/20.
My email address is: _____

To watch two sisters see for the very first time, visit www.20x20x20.org.

Please mail this reply form with your check payable to
20/20/20 in the envelope provided. Thank you! To make a
gift with a credit card, please see other side.

F786475913 NA15041405XX1RA021

Credit Card Donations

If you prefer, we accept:



Card # _____

CVV# _____

Exp. Date _____ / _____

One-time gift of \$ _____

Monthly gift of \$ _____

Signature _____

20/20/20
RESTORING 20/20 VISION
TO 20 MILLION BLIND
CHILDREN AND ADULTS

www.20x20x20.org
P.O. Box 96669
Washington, DC 20090-6669

20/20/20 sometimes allows other worthy organizations to mail to our donors. If you do not wish to receive these mailings, or if you'd like to change the frequency of mailings from us, let us know. We are happy to respect your wishes. 20/20/20 is a WonderWork charity program. WonderWork is a 501(c)(3) nonprofit, charitable organization recognized by the IRS. All donations are tax deductible in accordance with the law.

Prevent a Lifetime of Suffering with a Small Monthly Gift

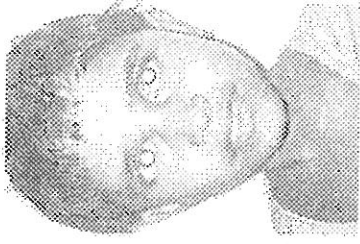
Half of all the blind children and adults in the world could see tomorrow thanks to a miracle surgery that costs only \$300. But because they are so poor, 99% of them will never receive surgery unless someone helps them. YOU could be that someone.

20/20/20 provides a simple, safe surgery that takes as little as 15 minutes and restores the eyesight of a blind child or adult. By making a monthly gift of just \$25 (around 80¢ per day), you can help provide the funding for at least one of these miracle surgeries to prevent a lifetime of suffering.

Your monthly commitment will be automatically charged to your debit or credit card, and you'll never have to mail a check, find an envelope, or buy a stamp to help a blind child or adult. Simply fill in the credit card information on the left and become a monthly supporter today!



Rupali is a seven-year-old girl who was born blind in a very poor village in Eastern India. None of the other children wanted to play with her. And she couldn't go to school. Then her parents took her to a hospital where she received eye surgery funded by 20/20/20.



Rupali can now go to school, she has many new friends, and she's filled with joy because she can now see her way to a brighter future. Her father, who is a laborer and could never in a hundred years have afforded the \$300 surgery, is very grateful that his daughter's blindness was cured by generous friends from halfway around the world.

20/20/20
RESTORING 20/20 VISION
TO 20 MILLION BLIND
CHILDREN AND ADULTS

P.O. Box 96669, Washington, DC 20090-6669 | www.20x20x20.org

20/20/20

RESTORING 20/20 VISION
TO 20 MILLION BLIND
CHILDREN AND ADULTS

Information About Blindness

Providing valuable public information is one of our most important programs and an important part of our mission.

Vision Impairment and Blindness

Vision impairment, or low vision, means that even with eyeglasses, contact lenses, medicine, or surgery, you don't see well. Vision impairment can range from mild to severe. The leading causes of vision impairment and blindness in the United States are age-related eye diseases: macular degeneration, cataracts, and glaucoma. Other eye disorders, eye injuries, and birth defects can also cause vision loss. A loss of vision means that you may have to reorganize your life and learn new ways of doing things. If you have some vision, visual aids such as special glasses and large-print books can make life easier. There are also devices to help those with no vision, like text-reading software and braille books. Sometimes, vision loss is preventable. Regular comprehensive eye exams and prompt treatment are critical.

Some Causes of Blindness

Macular Degeneration

Macular degeneration, or age-related macular degeneration (AMD), is a leading cause of vision loss in Americans 60 and older. It is a disease that destroys your sharp, central vision. You need central vision to see objects clearly and to do tasks such as reading and driving. AMD affects the macula, the part of the eye that allows you to see fine detail. It does not hurt, but it causes cells in the macula to die. There are two

types: wet and dry. Wet AMD happens when abnormal blood vessels grow under the macula. These new blood vessels often leak blood and fluid.

Wet AMD damages the macula quickly. Blurred vision is a common early symptom. Dry AMD happens when the light-sensitive cells in the macula slowly break down. You gradually lose your central vision. A common early symptom is that straight lines appear crooked. Regular comprehensive eye exams can detect macular degeneration before the disease causes eye loss. Treatment can slow vision loss. It does not restore vision.

Glaucoma

Glaucoma is a group of diseases that can damage the eye's optic nerve. It is a leading cause of blindness in the United States. It usually happens when the fluid pressure inside the eyes slowly rises, damaging the optic nerve. Often, there are no symptoms at first. Without treatment, people with glaucoma will slowly lose their peripheral, or side vision. They seem to be looking through a tunnel. Over time, straight-ahead vision may decrease until no vision remains. A comprehensive eye exam can tell you if you have glaucoma. People at risk should get eye exams at least every two years. They include African-Americans over age 40; people over age 60, especially Mexican-Americans; and people with a family history of glaucoma. There is no cure, but glaucoma can usually be controlled. Early treatment can help protect your eyes against vision loss. Treatments usually include prescription eyedrops and/or surgery.

Cataracts

A cataract is a clouding of the eye's lens and is the leading cause of blindness worldwide, and the leading cause of vision loss in the United States. Cataracts can occur at any age due to a variety of causes, and can be present at birth. Although treatment for the removal of cataract is widely available, access barriers, such as insurance coverage, treatment costs, patient choice, or lack of awareness, prevent many people from receiving the proper treatment. An estimated 20.5 million (17.2%) Americans 40 years and older have cataract in one or both eyes, and 6.1 million (5.1%) have had their lens removed operatively. The total number of people who have cataracts is estimated to increase to 30.1 million by 2020. Common symptoms are blurry vision, colors that seem faded, glare, not being able to see well at night, double vision, frequent prescription changes in your eyewear. Cataracts usually develop slowly. Few glasses, brighter lighting, anti-glare sunglasses, or magnifying lenses can help at first. Surgery is also an option. It involves removing the cloudy lens and

replacing it with an artificial lens. Wearing sunglasses and a hat with a brim to block ultraviolet sunlight may help to delay cataracts.

Congenital Cataracts

A congenital cataract is a clouding of the lens of the eye that is present at birth. The lens of the eye is normally clear. It focuses light that comes into the eye onto the retina. In most patients, no cause can be found.

Congenital cataracts usually look different than other forms of cataract. Symptoms include gray or white cloudiness of the pupil (which is normally black); infant doesn't seem to be able to see (if cataracts are in both eyes); "red eye" glow of the pupil is missing in photos, or is different between the two eyes; and unusual rapid eye movements (tremors). To diagnose congenital cataract, the infant should have a complete eye examination by an ophthalmologist. The infant may also need to be examined by a pediatrician who is experienced in treating inherited disorders. Blood tests or x-rays may also be needed. If congenital cataracts are mild and do not affect vision, they may not need to be treated, especially if they are in both eyes.

Moderate to severe cataracts that affect vision, or a cataract that is in only one eye, will need to be treated with cataract removal surgery. Removing a congenital cataract is usually a safe, effective procedure. Call for an urgent appointment with your baby's health care provider if you notice that the pupil of one or both eyes appears white or cloudy, or if the child seems to have trouble seeing.

Amblyopia

Amblyopia, or "lazy eye," is the loss of one eye's ability to see details. It is the most common cause of vision problems in children. Amblyopia occurs when the nerve pathway from one eye to the brain does not develop during childhood. This occurs because the abnormal eye sends a blurred image or the wrong image to the brain. This confuses the brain, and the brain may learn to ignore the image from the weaker eye. Strabismus is the most common cause of amblyopia. There is often a family history of this condition. The term "lazy eye" refers to amblyopia, which often occurs along with strabismus. However, amblyopia can occur without strabismus and people can have strabismus without amblyopia. Amblyopia is usually easily diagnosed with a complete

examination of the eyes. Special tests are usually not needed. Children who get treated before age 5 will usually recover almost completely normal vision, although they may continue to have problems with depth perception. Delaying treatment can result in permanent vision problems. After age 10, only a partial recovery of vision can be expected.

Eye Injury

According to the American Academy of Ophthalmology, an estimated 80 percent of eye injuries are preventable with the use of proper safety eyewear. Even a minor injury to the cornea — like that from a small particle of dust or debris — can be painful and become a life-long issue. So take the extra precaution and always protect the eyes. If the eye is injured, seek emergency medical help immediately.

Dangers at Home

When we think of eye protection, we tend to think of people wearing hard hats and lab coats. We often forget that, even at home, we might find ourselves dealing with similar threats to our eyes. Dangerous chemicals that could burn or splash the eyes aren't restricted to chemical laboratories. They're also in our garages and under our kitchen sinks. Debris and other airborne irritants are present at home, too, whether one is doing a home construction project or working in the yard. The debris from a lawnmower or "weed whacker," for example, can be moving at high speeds and provide no time to react. Some sports also put the eyes at risk of injury from foreign objects moving at high speeds.

Effective Eyewear

The best way to prevent injury to the eye is to always wear the appropriate eye protection. The Bureau of Labor Statistics reports that approximately three out of every five workers injured were either not wearing eye protection at the time of the accident or were wearing the wrong kind of eye protection for the job. To be effective, eyewear must fit properly and be effectively designed to protect the eyes based on the activity being performed. The Occupational Safety Health Administration (OSHA) has standards that require employers to provide their workers with the appropriate eye protection.

When to Wear Protective Eyewear

According to these standards, you (or anyone who is watching you work) should always wear properly fitted eye protective gear, such as safety glasses with side protection/shields, when doing work that may produce

particles, shavings, or dust from materials like wood, metal, plastic, cement, and drywall; hammering, sawing, grinding, or doing masonry work; working with power tools; working with chemicals, including common household chemicals like ammonia, oven cleaners, and bleach; using a lawnmower, riding mower, or other motorized gardening devices, like string trimmers; working with wet or powdered cement; welding (which requires extra protection like a welding mask or helmet from sparks and UV radiation); "jumping" the battery of a motor vehicle; being a bystander in any of the above.

Sports

It's also recommended that you protect your eyes from injury when participating in certain sports, including indoor racket sports, basketball, basketball, hockey, cycling, and riding or being a passenger on a motorcycle.

Eye Health Tips

Simple Tips for Healthy Eyes

Your eyes are an important part of your health. There are many things you can do to keep them healthy and make sure you are seeing your best. Follow these simple steps for maintaining healthy eyes well into your golden years. Have a comprehensive dilated eye exam. You might think your vision is fine or that your eyes are healthy, but visiting your eye care professional for a comprehensive dilated eye exam is the only way to really be sure. When it comes to common vision problems, some people don't realize they could see better with glasses or contact lenses. In addition, many common eye diseases, such as glaucoma, diabetic eye disease, and age-related macular degeneration often have no warning signs. A dilated eye exam is the only way to detect these diseases in their early stages. During a comprehensive dilated eye exam, your eye care professional places drops in your eyes to dilate, or widen, the pupil to allow more light to enter the eye the same way an open door lets more light into a dark room. This enables your eye care professional to get a good look at the back of the eyes and examine them for any signs of damage or disease. Your eye care professional is the only one who can determine if your eyes are healthy and if you're seeing your best.

Know your family's eye health history. Talk to your family members about their eye health history. It's important to know if anyone has been diagnosed with a disease or condition that many are hereditary. This will help to determine if you are at higher risk for developing an eye disease or condition.

Eat right to protect your sight. You've heard carrots are good for your eyes. But eating a diet rich in fruits and vegetables, particularly dark leafy greens, such as spinach, kale, or collard greens, is important for keeping your eyes healthy, too. Research has also shown there are eye health benefits from eating fish high in omega-3 fatty acids, such as salmon, tuna, and halibut.

Maintain a healthy weight. Being overweight or obese increases your risk of developing diabetes and other systemic conditions, which can lead to vision loss, such as diabetic eye disease or glaucoma. If you are having trouble maintaining a healthy weight, talk to your doctor.

Wear protective eyewear. Wear protective eyewear when playing sports or doing activities around the home. Protective eyewear includes safety glasses and goggles, safety shields, and eye guards specially designed to provide the correct protection for a certain activity. Most protective eyewear lenses are made of polycarbonate, which is 10 times stronger than other plastics. Many eye care providers sell protective eyewear, as do some sporting goods stores.

Quit smoking or never start. Smoking is as bad for your eyes as it is for the rest of your body. Research has linked smoking to an increased risk of developing age-related macular degeneration, cataract, and optic nerve damage, all of which can lead to blindness.

Be cool and wear your shades. Sunglasses are a great fashion accessory, but their most important job is to protect your eyes from the sun's ultraviolet rays. When purchasing sunglasses, look for ones that block out 99 to 100 percent of both UV-A and UV-B radiation.

Give your eyes a rest. If you spend a lot of time at the computer or focusing on any one thing, you sometimes forget to blink and your eyes can get fatigued. Try the 20-20-20 rule. Every 20 minutes, look away about 20 feet in front of you for 20 seconds. This can help reduce eyestrain.

Practice workplace eye safety. Employers are required to provide a safe work environment. When protective eyewear is required as a part of your job, make a habit of wearing the appropriate type at all times and encourage your coworkers to do the same.

Information was derived from the U.S. Government National Institutes of Health, the National Eye Institute and the Centers for Disease Control and Prevention.

TTTN

RESTORING 20/20 VISION
TO 20 MILLION BLIND
CHILDREN AND ADULTS



PLACE
STAMP
HERE

20/20/20

PO Box 96669
Washington, DC 20090-6669

Attention: Brian

NA1504XXUNXXXBR3T



15 MINUTES + \$300 = A CURE FOR BLINDNESS

20/20/20 is a WonderWork charity program. Your gift is very much appreciated and fully deductible as a charitable contribution. A copy of our latest financial report may be obtained by writing to WonderWork, Inc. 420 Fifth Avenue, 27th Floor, New York, NY 10018, 212-390-1544. If you are a resident of one of these states, you may obtain financial information directly from the state agency: FLORIDA - A COPY OF THE OFFICIAL REGISTRATION AND FINANCIAL INFORMATION MAY BE OBTAINED FROM THE DIVISION OF CONSUMER SERVICES BY CALLING TOLL-FREE, 1-800-435-7352 (800-HELP-FLA) WITHIN THE STATE. REGISTRATION DOES NOT IMPLY ENDORSEMENT, APPROVAL, OR RECOMMENDATION BY THE STATE. Florida Registration# CH36659 GEORGIA - A full and fair description of our programs and our financial statement summary is available upon request at the office and phone number indicated above. MARYLAND - For the cost of copies and postage, Office of the Secretary of State, State House, Annapolis, MD 21401 MISSISSIPPI - The official registration and financial information may be obtained from the Mississippi Secretary of State's office by calling 1-888-236-6167. Registration by the Secretary of State does not imply endorsement. NEW JERSEY - INFORMATION FILED WITH THE ATTORNEY GENERAL CONCERNING THIS CHARITABLE SOLICITATION AND THE PERCENTAGE OF CONTRIBUTIONS RECEIVED BY THE CHARITY DURING THE LAST REPORTING PERIOD THAT WERE DEDICATED TO THE CHARITABLE PURPOSE MAY BE OBTAINED FROM THE ATTORNEY GENERAL OF THE STATE OF NEW JERSEY BY CALLING (973) 504-6215 AND IS AVAILABLE ON THE INTERNET AT <http://www.state.nj.us/jackachadfrm.htm>. REGISTRATION WITH THE ATTORNEY GENERAL DOES NOT IMPLY ENDORSEMENT. NEW YORK - Office of the Attorney General, Department of Law, Charities Bureau, 120 Broadway, New York, NY 10271. NORTH CAROLINA - FINANCIAL INFORMATION ABOUT THIS ORGANIZATION AND A COPY OF ITS LICENSE ARE AVAILABLE FROM THE STATE SOLICITATION LICENSING BRANCH AT 1-888-830-4989. THE LICENSE IS NOT AN ENDORSEMENT BY THE STATE. PENNSYLVANIA - The official registration and financial information of WonderWork may be obtained from the Pennsylvania Department of State by calling toll-free, within Pennsylvania, 1-800-752-0999. Registration does not imply endorsement. VIRGINIA - Virginia State Office of Consumer Affairs, Department of Agricultural and Consumer Services, PO Box 1163, Richmond, VA 23218. WASHINGTON - Charities Division, Office of the Secretary of State, State of Washington, Olympia, WA 98504-0422, 1-800-332-4483. WEST VIRGINIA - Residents may obtain a summary of the registration and financial documents from the Secretary of State, State Capitol, Charleston, WV 25305. Registration with any of these state agencies does not imply endorsement, approval or recommendation by any state.